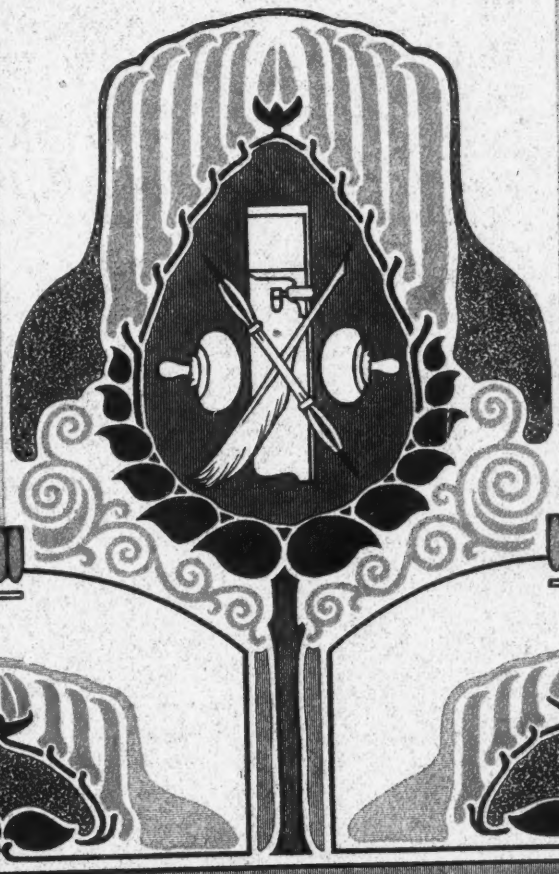
May 1910

VOLUME XLV
NUMBER 2

The Inland Printer



PRINTED IN TWO COLORS.

SERVICE

The key-note of success is SERVICE.
SERVICE means not only
Promptness, attention and courtesy—
These we render
As a matter of course.
But above and beyond
We bring to the SERVICE
Of your business,
A thorough knowledge of ours.

Sigmund Ullman Co.

NEW YORK
CHICAGO
PHILADELPHIA
CINCINNATI









WITH a feeling of extreme confidence and earnest endeavor to satisfy we ask your consideration of

"Casco Plate Super"
"Diamond 'B' Super"
AND
"B. M." S. & S. C.

a trio of Sized and Super-Calendered Book Papers worthy of our stamp. They are not to be confused with 'ordinary' S. & S. C. papers. You will better understand why when you have seen samples. Yours are ready.

Veterans in the

fight for Quality

J. W. BUTLER PAPER CO.
ESTABLISHED
BUTLER·BRANDS
PAPER
·THE BEST·
1844
CHICAGO

DISTRIBUTORS OF "BUTLER BRANDS"

STANDARD PAPER CO.,	MILWAUKEE, WIS.
BENEDICT PAPER CO.,	KANSAS CITY, MO.
SOUTHWESTERN PAPER CO.	DALLAS, TEXAS
SOUTHWESTERN PAPER CO.	HOUSTON, TEXAS
PACIFIC COAST PAPER CO.,	SAN FRANCISCO, CAL.
SIERRA PAPER CO.,	LOS ANGELES, CAL.
OAKLAND PAPER CO.,	OAKLAND, CAL.
CENTRAL MICHIGAN PAPER CO.,	GRAND RAPIDS, MICH.

MUTUAL PAPER CO.,	SEATTLE, WASH.
AMERICAN TYPE FOUNDERS CO.,	SPOKANE, WASH.
AMERICAN TYPE FOUNDERS CO.,	VANCOUVER, B. C.
NATIONAL PAPER & TYPE CO. (Export Only)	NEW YORK CITY
NATIONAL PAPER & TYPE CO.,	CITY OF MEXICO, MEX.
NATIONAL PAPER & TYPE CO.,	CITY OF MONTEREY, MEX.
NATIONAL PAPER & TYPE CO.,	HAVANA, CUBA



Knowlton Brothers

Founded in 1808

Our most unusual cover effects stocked by the following houses:

Lasher & Lathrop . . . New York, N. Y.	Standard Paper Co. . . . Milwaukee, Wis.
Riegel & Co., Inc. . . . Philadelphia, Pa.	John Leslie Paper Co. . . Minneapolis, Minn.
A. Storrs & Bement Co. . Boston, Mass.	Graham Paper Co. . . . . St. Louis, Mo.
R. L. Greene Paper Co. . Providence, R. I.	Graham Paper Co. . . . . Nashville, Tenn.
F. N. McDonald & Co. . . Baltimore, Md.	Graham Paper Co. . . . New Orleans, La.
Hudson Valley Paper Co. . . Albany, N.Y.	Tennessee Paper Co. . . . Memphis, Tenn.
Alling & Cory Co. . . Rochester, N.Y.	Carpenter Paper Co. . . . . Omaha, Neb.
Alling & Cory Co. . . . . Buffalo, N.Y.	Carpenter Paper Co. . . Des Moines, Iowa
Alling & Cory Co. . . . Pittsburg, Pa.	Kansas City Paper House. . Kansas City, Mo.
J. & F. B. Garrett Co. . Syracuse, N.Y.	Peters Paper Co. . . . . Denver, Colo.
Megargee Brothers . . . Scranton, Pa.	West-Cullom Paper Co. . . . Dallas, Tex.
Donaldson Paper Co. . . Harrisburg, Pa.	Blake, Moffit & Towne . San Francisco, Cal.
R. P. Andrews Paper Co. Washington, D. C.	Blake, Moffit & Towne . . Los Angeles, Cal.
Richmond Paper Mfg. Co. . Richmond, Va.	Blake, McFall Co. . . . . Portland, Ore.
Union Paper & Twine Co. Cleveland, Ohio	American Paper Co. . . . . Seattle, Wash.
Whitaker Paper Co. . . Cincinnati, Ohio	Spokane Paper & Stationery Co., Spokane, Wash.
James White Paper Co. . . . Chicago, Ill.	W. V. Dawson & Co. . . Montreal, P. Q.
Carpenter Paper Co. . . Des Moines, Iowa	Schmidt & Ziegler . . . . . Manila, P. I.

Ask for Samples.

Knowlton Brothers

Incorporated

WATERTOWN, N. Y., U. S. A.

We are seeking your co-operation



WE are now actively engaged in an extensive advertising campaign to educate the consumer to a higher appreciation of the value of impressive commercial stationery, showing him how it is possible to have it with

BROTHER (WATERMARKED) JONATHAN BOND

The success of this campaign depends upon ***your*** co-operation. We are doing our part. Will you do yours?

The advertising will stimulate an interest in BROTHER JONATHAN BOND which will develop many requests for samples and information. Please do not hesitate to ask us for all the samples you need. ***We want to help you all we can.***

BROTHER JONATHAN BOND is a ***mighty good paper.*** It is unparalleled value. It is exactly the paper for business stationery. It is equally fine for printing, lithographing, die-stamping and embossing. We have made it for over twenty-five years and ***know how.***

Remember, the cost of advertising ***will not*** be added to the price of this paper. ***The price will remain as before.***

ADDRESS DIVISION 1

J. W. Butler Paper Co.

Chicago.

ESTABLISHED 1844

BUTLER BRANDS · PAPER · THE BEST

"Globetypes"

Electros From Halftones

The Best the World has Ever Seen

BETTER electrotypes at the regular price mean in addition to superior results in printing, a saving in the make-ready, that if compared with the usual "idle-press" time, may be greater than the cost of the electros.

The **Globe Engraving and Electrotype Co.'s** electrotypes and nickeltypes are absolute reproductions of the original forms or cuts.

The buyer of printing should have a decided interest in the quality of the printer's product. To insist on **"Globetypes"** is an insurance to that end.

Perfect electros are a matter of supreme concern to the printer, as good printing without superior materials to work with is an impossibility.

The printer who has once used **"Globetypes"** will not be satisfied with electros that are an iota less than absolutely perfect duplicates of the originals.

In considering the claims of any special process, in addition to price and quality, the condition of the type and cuts when returned should not be overlooked. It is of importance to the printer and his customer, that forms for electrotyping should not be subjected to a process that will break the type or crush the cuts.

The **"Globetype"** quality is made possible by an apparatus evolved and patented by one of the company. There is not another like it in the world.

The price for **"Globetypes"** is the standard price for electros from halftones—no more.

The evidence of a **"Globetype"** from a 400-line halftone (160,000 dots to the square inch) printed with the original for comparison, is to be had for the asking.

GLOBE ENGRAVING & ELECTROTYPE COMPANY

407-427 Dearborn Street, - - - - - Chicago

Our scale of prices for Halftones, Zinc-Etchings and Electrotypes is the most complete, comprehensive and consistent ever issued. With it on your desk the necessity for correspondence is practically eliminated.

This adv. is printed from a "GLOBETYPE."

THE BABCOCK PRINTING PRESS MANUFACTURING CO., NEW LONDON, CONNECTICUT
New York Office, 38 Park Row. John Haddon & Co. Agents, London. Miller & Richard, Canadian Agents, Toronto, Ontario.

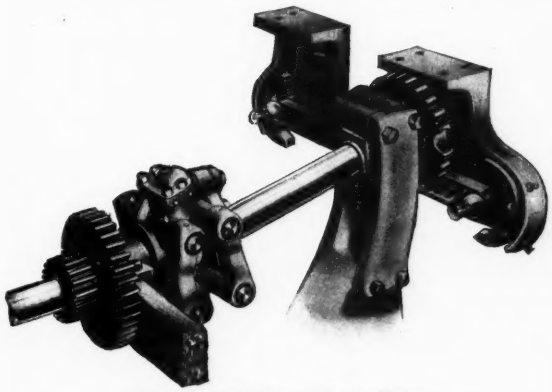
BARNHART BROS. & SPINDLER, WESTERN AGENTS, 183-187 MONROE STREET, CHICAGO
Great Western Type Foundry, Kansas City, Missouri; Great Western Type Foundry, Omaha, Nebraska; Minnesota Type Foundry Co., St. Paul, Minnesota; St. Louis Printers Supply Co., St. Louis, Missouri; Southern Printers Supply Co., Washington, District Columbia; The Barnhart Type Foundry Co., Dallas, Texas; National Paper & Type Co., City of Mexico, Vera Cruz, Monterrey, and Havana, Cuba. On the Pacific Coast—Pacific Printers Supply Company, Seattle, Wash.

The Babcock Optimus

The Babcock Optimus

The Optimus Ball and Socket Bed Motion should be known and understood by every printer. It is the simplest, strongest mechanism devised for driving a printing press bed. It is absolutely perfect in action, and one of the finest applications of power ever made.

The most efficient device for any purpose is the one that gives



All there is of the Optimus Driving Motion.
So precise in action that 800,000 impressions have been made from one set of plates on a 63-inch machine.

desired results with fewest motions Our bed motion is not a combination of cross motions, receiving power from different sources, but is self-contained, and is a perfect, rotary, *primary* motion. The absolute precision with which the bed driving gear revolves is accomplished by our patented ball and socket device, which has great strength, large working surfaces, and is the only perfect thing of the kind invented. In the old, and most of the other new, bed driving mechanisms the parts that reverse the bed have small working surfaces and wear rapidly.

Our ball and socket bed driving gear and rack is the latest adaptation of the ball and socket principle. The rack is fitted at each end with a large steel ball which revolves and moves endwise on a large steel stud. Both ball and stud are hardened, and ground to size accurately. The bed driving gear is finished at one point in its circumference with a socket which fits the balls on the rack perfectly. The reversing of the bed is accomplished by the gear while it is in contact with and working through these steel balls on the ends of the rack while the balls are in the grasp of the socket in the gear. The resultant effect is to *stop and reverse the bed with a perfect crank motion.* There is no looseness or lost motion between gear and rack, and the bed is stopped and reversed smoothly without jar or shock. This work of the bed driving device is so perfectly done that machines that have run steadily for years do not show wear at the point of reverse, and the bed reverses as smoothly as when new.

The shoes for reversing the bed are of hardened steel, small, curved to fit the roll, are not thrown in and out of action, but are bolted solidly in position and produce little motion in the star gear roll. They run for years without needing adjustment. The shoes, balls, sockets and racks are made by special machines invented for the purpose.

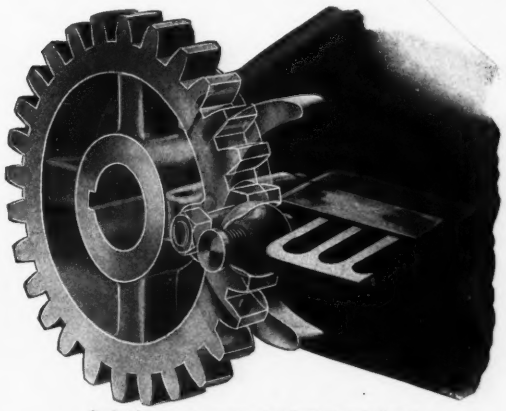
The bed driving rack is located, not in the middle of the bed, but in the middle of the load. Every printer understands that the ink rolls geared direct to one end of the bed require a large amount of power to drive. The bed driving rack is located not in the centre of the press, but at the right point between the center of the press and the end of the bed that drives the ink rolls which brings *the bed driving rack in the middle of the load.*

The driving shaft and the outside gearing shafts are fitted with self-oiling boxes, a new and valuable feature, insuring perfect lubrication, lessening the liability of trouble from carelessness in oiling, and increasing the speed and durability of the press.

The whole mechanism is perfectly balanced, admitting of the highest speed without vibration.

The air spring is located so that it will do its work perfectly, and is easily adjusted without wrench or other tools. The piston is high and on the extreme end of the bed, in which position it is best calculated for the service demanded.

Our bed motion is covered broadly by patents which necessarily cover new principles and new mechanisms. Every fault and every weakness which years of experience have developed



Socket in star-gear grasping ball at end of rack.
One of the great improvements in flat-bed presses. Bed reversed by perfect crank motion.

have been eliminated, and the finished mechanism is an *absolutely perfect bed motion, with strength, simplicity, durability, accuracy and speed unequaled.*

This fact has been demonstrated during years of use in the hands of all grades of pressmen, and is a matter of vital interest to every printer. It never makes trouble for anybody, and is a constant gratification to us and to its users.

SET IN AUTHORS ROMAN AND AUTHORS ROMAN ITALIC.

Reliable Printers' Rollers

Sam'l Bingham's Son Mfg. Co.

CHICAGO
316-318 South Canal Street

PITTSBURG
First Avenue and Ross Street

ST. LOUIS
514-516 Clark Avenue

KANSAS CITY
706 Baltimore Avenue

ATLANTA
52-54 So. Forsyth Street

INDIANAPOLIS
151-153 Kentucky Avenue

DALLAS
675 Elm Street

MILWAUKEE
133-135 Michigan Street

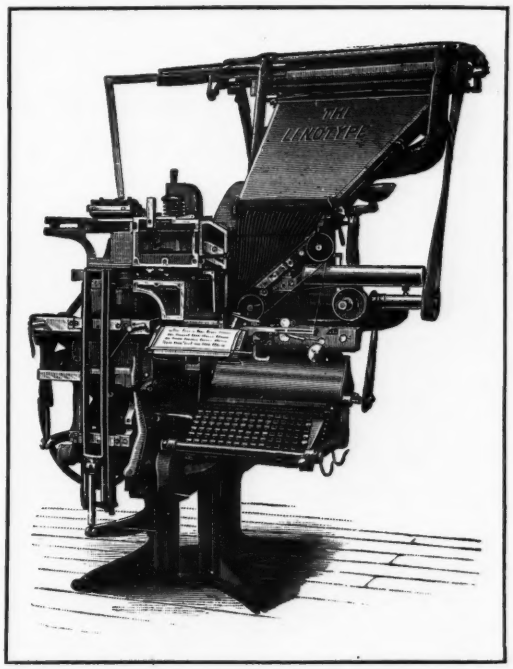
MINNEAPOLIS
719-721 Fourth St., So.

DES MOINES
609-611 Chestnut Street

ALL sizes of matrices from **5 pt.** to **11 pt.,** inclusive,

ALL sizes of bodies from **5 pt.** to **14 pt.,** inclusive,

ALL measures from **5 ems** Pica to **30 ems** Pica, inclusive,



Can be used in the

Two-Letter Rebuilt Model 1 Linotype Machines

SOLD BY THIS COMPANY

All machines rebuilt and sold by us are guaranteed to do as good and as much work as when new.

New matrices sent with all machines.

We use genuine Linotype parts purchased from the Mergenthaler Linotype Company in rebuilding machines.

All parts used are standard and can be duplicated from the Linotype Company.

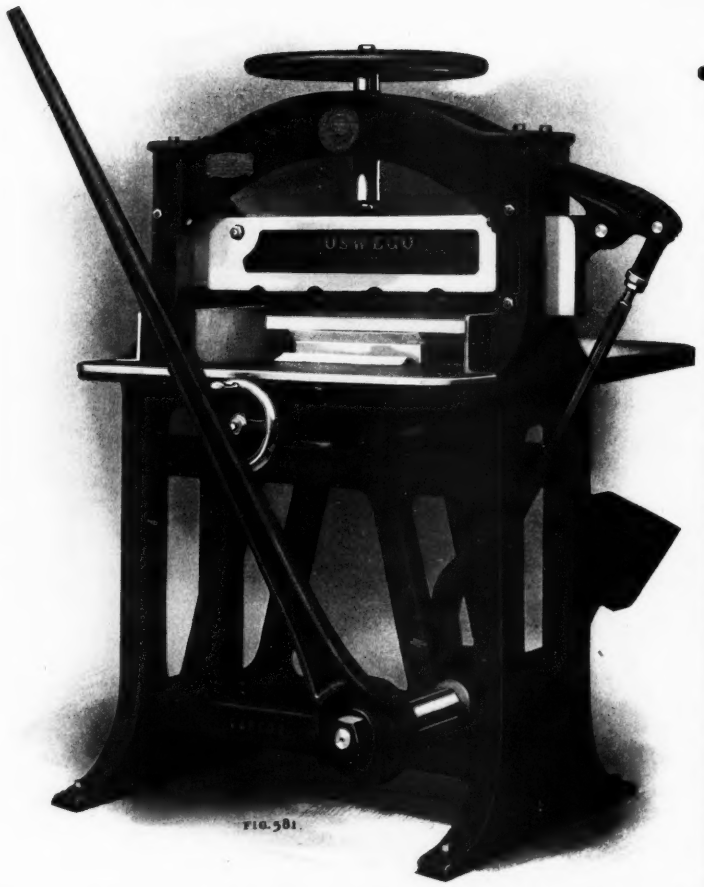
Price, including one magazine, one font new 2-letter matrices, one set of spacebands and 2-letter U. A. mold, **$2,000.00.**

Machines ready to ship. Write for terms.

Gutenberg Machine Company

WILL S. MENAMIN,
President and General Manager

545-547-549 Wabash Ave., CHICAGO, ILL.



The New Toggled Oswego Lever

Cuts like cheese and does not rack your back.

(PATENT PENDING)

A new device on OSWEGO Cutters that makes the final cut a pleasure.

No jumping on the lever to get the knife 'way down.

Note the new straight girders, taking all the strain direct against the frames.

No bellied table to gouge the cut.

No knife-bolt slots to waste your time adjusting.

Just the cleanest, quickest, strongest, handsomest Lever Cutting machine that over a third of a century's experience and work along this one line of cutters is able to produce.

This pictures only one of the ninety sizes and styles of cutters that are made at Oswego as a specialty. Each Oswego-made cutter, from the little 16-inch Oswego Bench Cutter up to the large 7-ton Brown & Carver Automatic Clamp Cutter, has at least three points of excellence on Oswego Cutters only. Ask about the Vertical Stroke Attachments for cutting shapes.

It will give us pleasure to receive your request for our New Book No. 8, containing valuable information. Won't you give us that pleasure?

OSWEGO MACHINE WORKS

NIEL GRAY, JR., Proprietor

Main Office and Works, OSWEGO, N. Y.

NEW YORK BRANCH, 150 Nassau Street
W. S. TIMMIS, MANAGER

CHICAGO BRANCH, 347 Dearborn Street
J. M. IVES, MANAGER



The
Ault & Wiborg Co.
MANUFACTURERS OF
LETTERPRESS
& LITHOGRAPHIC
Printing Inks

CINCINNATI · NEW YORK · CHICAGO · ST. LOUIS · BUFFALO · PHILADELPHIA · MINNEAPOLIS
SAN FRANCISCO · TORONTO · HAVANA · CITY OF MEXICO · BUENOS AIRES · PARIS · LONDON

Offset Press

Mr. Printer, do you know what some of your friends are doing with this NEW METHOD OF PRINTING?

You may perhaps be a little diffident--but take it from us--*there is no mystery about the process.* It is widely different from ordinary type printing--but if your progressive neighbor can make a success of it, why not you?

We have published a pamphlet covering the subject--which we call "To Offset or Not to Offset"--write to us and it will be sent you by return mail.

We furnish the *entire outfit* for installing an Offset plant (with the exception of the press) and will send you estimate of cost--if you will ask us for it.

The Ault & Wiborg Company

CINCINNATI :: OHIO

New York	Chicago	St. Louis	Buffalo
Philadelphia	San Francisco	Minneapolis	Toronto, Canada
Havana, Cuba	City of Mexico, D.F.	Buenos Aires, S.A.	Paris, France

London, E.C., England



You can Make Money with a Printograph

IF you knew how much money was being made every day in the United States by wise printers who are pushing the form letter game, you'd get into it, too. It takes less money to get going with the Printograph than one Gordon Press costs; and one Printograph with one girl or boy to operate it can net you from $20 to $40 a day and cost you nothing when it isn't working.

Form letter work brings other business, because the man who uses a lot of them has to use a lot of letter-heads, envelopes and all kinds of booklets, folders and catalogues.

We'll tell you how to get the Business and how to do it profitably

It's the easiest business on earth for a printer to get, because you establish a standard price of so much for the first thousand and so much for each additional thousand. You don't have to wear out shoe leather and pencils in "guessing contests"—usually spoken of as estimating. You hold the trade you get because every printer in your town isn't figuring against you.

With every Printograph we sell we give, free of charge, a full set of instructions as to how to get the business and how to do it. These instructions are prepared by a man who has had 15 years' experience in the form letter business and include copy for your own letters to get new customers; copy for letters to make your old customers bigger users of form letters, and complete technical instructions covering every point of the business.

Any girl or boy can do the work

Any girl who can learn to fold or any boy who can learn to feed can run a Printograph; can turn out real letters at the rate of 3,000 an hour at a cost of a few cents a thousand.

It takes about the same space and makes less noise than a typewriter. Can be operated by hand or from ordinary electric light fixture consuming about the same as a 32 C. P. light. No knowledge of typesetting is required; there is no make-ready necessary.

The Printograph operates on exactly the same principle as the typewriter, except that it writes a whole line at a time instead of one letter at a time.

20000 Real Letters A Day

It doesn't cost anywhere near as much for power or labor or expense as a "Gordon Press" does; you don't have to depend on professional feeders or compositors; you don't have to watch the color and you never have any trouble through your customers being unable to match the letter.

SOLD ON FREE TRIAL

We want to absolutely prove the value of a "Printograph" in your own office on your own work. Send us this coupon to-day.

U·S·PRINTOGRAPH CO·
1802 12TH STREET
LA CROSSE, WIS·

United States Printograph Company,
1802 12th Street,
La Crosse, Wisconsin

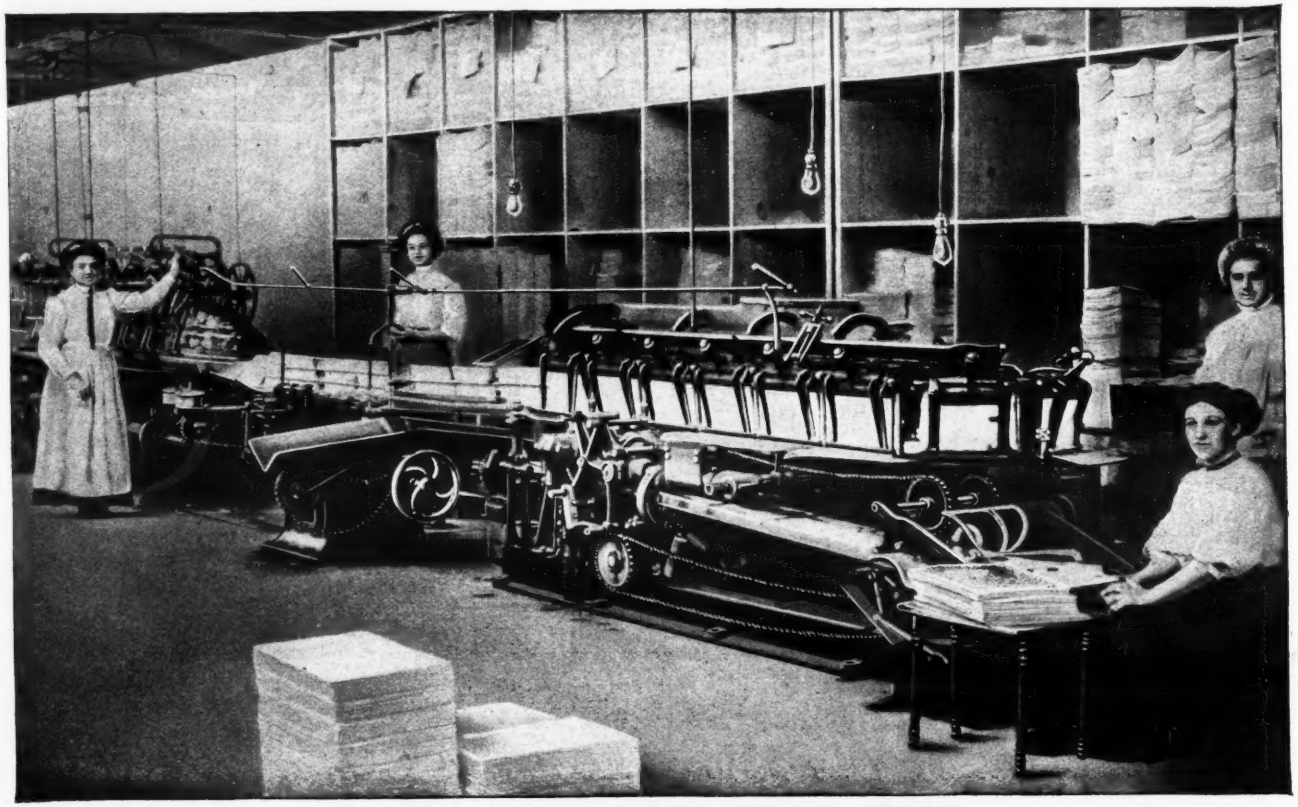
Tell without cost or obligation all about the Printograph and how to make money with it. Also explain your FREE TRIAL OFFER.

*Name*_____

*Address*_____

The JUENGST

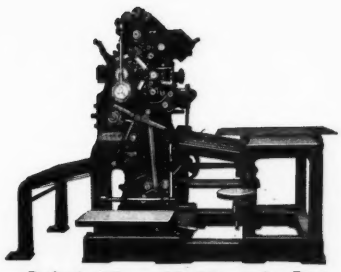
Five operations at one and the same time.
Production on Magazines, Pamphlets, Catalogues, etc.,
3,000 to 3,500 books per hour.



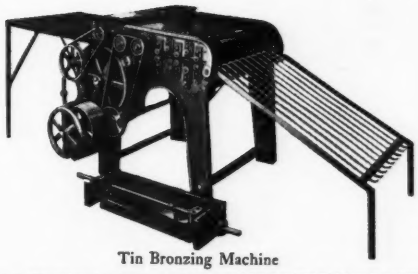
GATHERER - COLLATOR - JOGGER - STITCHER - COVERER

Descriptive circular upon application.

GEO. JUENGST & SONS
CROTON FALLS, N. Y.



Rutherford Rotary Metal Decorating Press

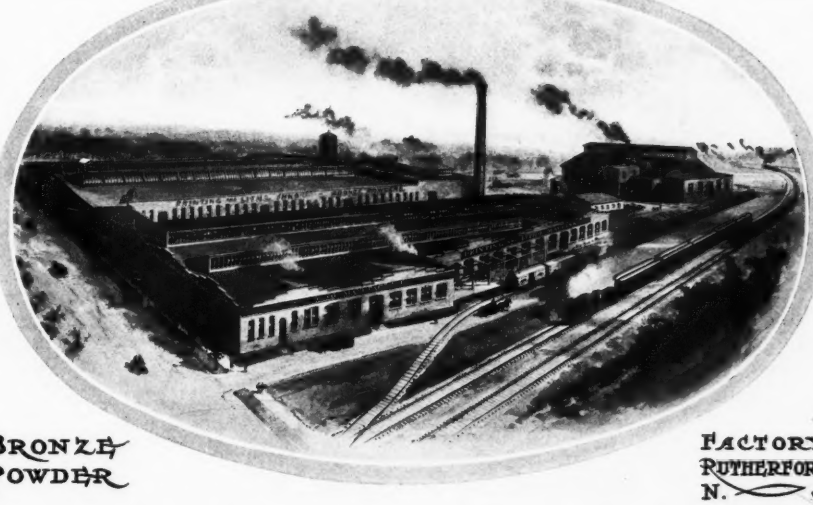


Tin Bronzing Machine

LITHOGRAPHIC SUPPLIES AND INKS

OFFSET SUPPLIES

PRINTING INKS



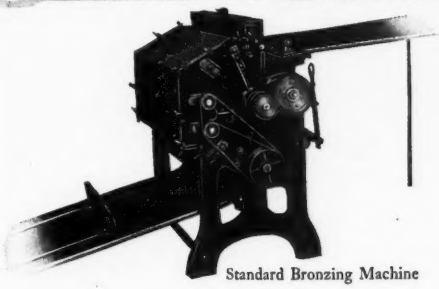
BRONZE POWDER

FACTORY
RUTHERFORD
N. J.

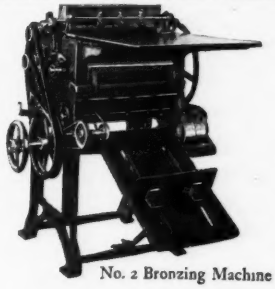
MACHINERY FOR LITHOGRAPHERS AND PRINTERS

The FUCHS & LANG M'F'G Co.

150 N. FOURTH ST. PHILADELPHIA | 29 WARREN ST. NEW YORK | 328 DEARBORN ST. CHICAGO



Standard Bronzing Machine



No. 2 Bronzing Machine



Kimble Motors

Give any speed desired

Equip Your Entire Printing Establishment With "THE KIMBLE"

Friction Drive Printing Press Motors, Single Phase, Sizes, ¼, ⅓, ½ H. P.

Belt Drive Printing Press Motors, Single Phase, Sizes, ¾, 1, 1½ H. P.

These Motors are reversible and have variable speed controlled entirely by the foot pedal.

Write for bulletin and prices on Kimble Polyphase Constant and Variable Speed Motors, sizes, ¼ to 7½ H. P.

Suitable for Cylinder Presses, Cutters, Folders, Linotype Machines, etc.

Send for Catalogue P and tell us the make and sizes of your presses and get our prices.

KIMBLE ELECTRIC COMPANY

1121-1123 Washington Boulevard - - - CHICAGO

MAKES PRINTING A PLEASURE

Waltones

NONE BETTER

THE INLAND-WALTON ENGRAVING CO.

120-130 SHERMAN STREET

CHICAGO

THALMANN PRINTING INK CO. ST. LOUIS, MO. MANUFACTURERS OF PRINTING AND LITHOGRAPHIC INKS

The Trade-Mark of Quality in

INKS

Thalmann Printing Ink Co.

Main Office and Factory, ST. LOUIS

DEPOTS

415 Dearborn Street, . . . CHICAGO, ILL. 1509 Jackson Street, ... OMAHA, NEB.
400 Broadway, ... KANSAS CITY, MO. 222 North Second Street, . NASHVILLE, TENN.
535 Magazine Street, NEW ORLEANS, LA.

OVERLADE COVER

THE material and fabrication of this paper are peculiarly suitable for high-grade work, giving fine embossing and printing qualities. The color scheme permits of a simple but effective decorative treatment.

THE ATTRACTIVE SAMPLE-BOOKS OF THIS LINE
ARE READY FOR DISTRIBUTION

NIAGARA PAPER MILLS
LOCKPORT, NEW YORK

BRONZING MACHINES

FOR LITHOGRAPHERS AND PRINTERS

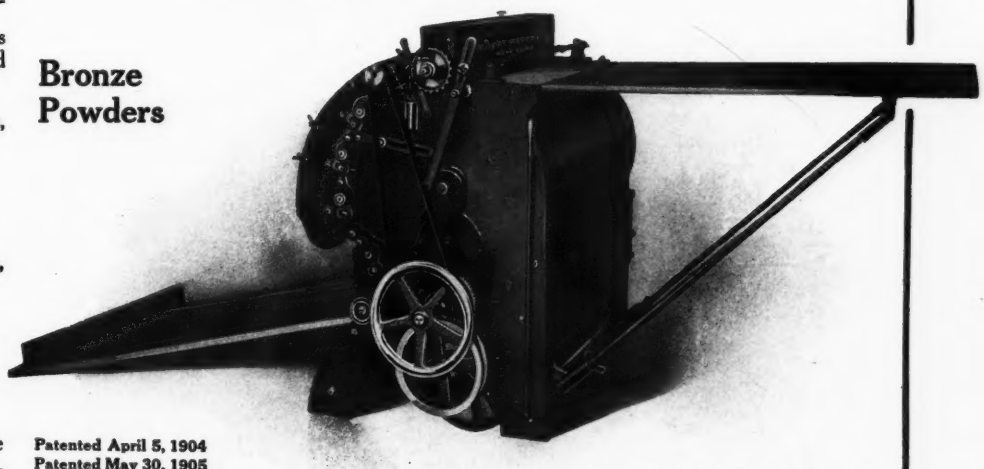
GUARANTEED IN EVERY RESPECT

OTHER specialties manufactured and imported by us:

Reducing Machines,
Stone-grinding Machines,
Ruling Machines,
Parks' Renowned Litho. Hand Presses,
Steel Rules and Straight-edges,
Lithographic Inks,
Lithographic Stones and Supplies.

¶ Sole Agents for the United States and Canada for the genuine Columbia Transfer Papers — none genuine without the water-mark on every sheet.

Bronze Powders



Patented April 5, 1904
Patented May 30, 1905
Patented April 7, 1906
Other patents pending.

We do Repairing

MANUFACTURED BY

ROBERT MAYER & CO.

19 EAST 21ST STREET, NEW YORK
Factory—Hoboken, N.J. San Francisco
Chicago Office—Monon Bldg., 324 Dearborn St.

Get Anchored
to

JAENECKE'S INKS

and Your Ink Troubles Will Be Fewer in 1910.

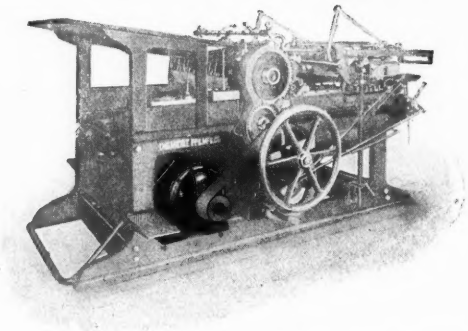
THE QUALITY IS ALWAYS RIGHT

THE PRICE IS RIGHT

The Jaenecke Printing Ink Company

Main Office and Works, Newark, N. J.
Chicago Office, 351 Dearborn Street
NEW YORK PHILADELPHIA ST. LOUIS

The Motors used for driving your presses must be *reliable*



In many plants **TRIUMPH MOTORS** have superseded those of other manufacture, because they *are reliable*.

OUR SALESMEN ARE EXPERTS and can lay out the best possible installation for you. Write us for information.

THE TRIUMPH ELECTRIC CO.
CINCINNATI, OHIO

MAKES PRINTING A PLEASURE

Waltones

NONE BETTER

THE INLAND-WALTON ENGRAVING CO.
120-130 SHERMAN STREET
CHICAGO

Suppose You Investigate By Examining Samples

Attractive and effective advertising can be accomplished by the use of our high-grade blotting papers.

We manufacture for this special purpose a line of **VIENNA MOIRE BLOTTING** (in colors) and *Plate Finish* **WORLD, HOLLYWOOD** and **RELIANCE.**

Our **DIRECTOIRE BLOTTING** is a new creation in an absorbing novelty made up in most exquisite patterns, bound to interest you. These samples should interest the printing industry; prices are right; shipments made promptly.

THE ALBEMARLE PAPER MANUFACTURING CO.

Makers of Blotting :: RICHMOND, VIRGINIA

EDWARDS, DUNLOP & Co., Ltd. . . . . Sydney and Brisbane
Sole Agents for Australia.

HOOLE MACHINE & ENGRAVING WORKS

29-33 Prospect Street 111 Washington Street

BROOKLYN, N. Y.



"HOOLE" Paging and Numbering Machine

Manufacturers of

End Name, Numbering, Paging and Bookbinders' Machinery and Finishing Tools of all kinds.



An Important Message To Every Printer

DID YOU EVER stop and think how much money you paid in profits in a year, or five years, or twenty years either by sending your numbering out, or by doing it yourself in the old-fashioned way with crude inferior machines?

Our machines offer a splendid opportunity for you to fatten up your bank balance. Because they enable you to combine your printing and numbering in one operation. Or in other words the numbering costs you absolutely nothing.

Do you not think that this would make a lot of difference in your profits at the end of the year?

MODEL 27A

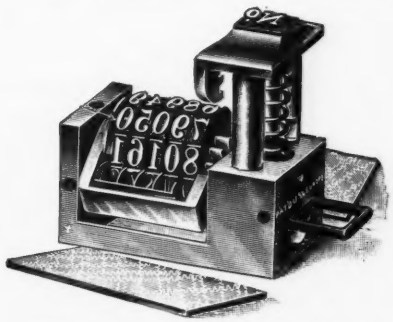
here shown is the machine usually used by Printers and will meet all the requirements of any ordinary printing establishment. It is type-high and may be locked in the chase with the form, or used separately to print numbers only. Size $1\frac{1}{2}$x$1\frac{5}{16}$ inches. The machine is automatic and numbers from 1 to 99,999 consecutively. It is adapted to any press, easy to operate, absolutely accurate, extremely durable. **Price $8.00.**

Every machine is tested up to 15,000 impressions per hour and is guaranteed to be perfect in every way. We will immediately refund money should any machine prove the least bit unsatisfactory.

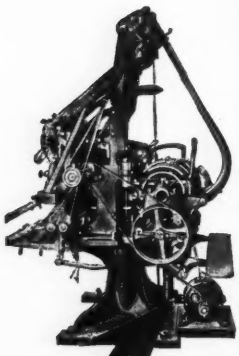
For sale by dealers everywhere.

The Bates Machine Company

696-710 Jamaica Avenue - - - Brooklyn, N. Y.
315 Dearborn Street - - - - Chicago, Ill.



View showing parts detached for cleaning.



Small Power Specialists

For Linotype Machines, Printing Presses, Cutting Machines, Binders, etc.

Our whole attention and activity are devoted to this work. In this way we have made

Robbins & Myers "STANDARD" Motors

(Direct Current, All Purposes, 1/30 to 15 H. P.)

far superior to any other motor on the market.
We have a supply of motors of all types, for printing-shops, on hand all the time at our factory and at the branch offices, ready for immediate shipment. We have a consulting department for your power problem. Service free. Write us.

THE ROBBINS & MYERS COMPANY
1325-1425 Lagonda Avenue - - - - Springfield, Ohio

Branches in New York, 155 Chambers Street; Philadelphia, 1109 Arch St.; Chicago, 501-515 W. Jackson Boulevard; Boston, 176 Federal St.; Cleveland, 1408 W. 3d St., N. W.; New Orleans, 312 Carondelet St.; St Louis, Locust and 11th Streets; Kansas City, 930 Wyandotte St.



MAKES PRINTING A PLEASURE

Waltones

NONE BETTER

THE INLAND-WALTON ENGRAVING CO.
120-130 SHERMAN STREET
CHICAGO

You can increase the efficiency of your Art Department by furnishing

Strathmore

Drawing Papers and Boards

Every man in your Art Department will appreciate the perfect working surfaces of Strathmore, no matter what the medium in which he works, and this appreciation shows in the quality and amount of work which he turns out. Ask your dealer for a sample-book or write us.

They are like Strathmore Parchment for real genuine goodness, and you know what that means. If you do not know, get the Strathmore Parchment Test Book.

MITTINEAGUE PAPER COMPANY
"Strathmore Quality" Mills
MITTINEAGUE, MASS., U. S. A.

Do *You* Cut Paper?

Then you NEED a Paper Cutter, which has the prime requisites:

Unquestionable Strength
Perfect Rigidity
Absolute Accuracy
Utmost Simplicity
Perfect Shear Cut
Powerful and Easy Leverage
High Quality
Great Durability
Assured Safety and Facility



The
Reliance Lever Paper Cutter

fulfills the above requisites.

It is made for hard, every-day usage and stands up and proves it.

It is THE machine that is "Hardest to Break" and "Easiest to Repair" *because* it is completely interchangeable, which means SCIENTIFICALLY, therefore CORRECTLY, CONSTRUCTED.

It has the ¾-inch Cutting Stick.

Each machine thoroughly tested before it leaves our factory.

INVESTIGATE; INSIST on KNOWING the RELIANCE.

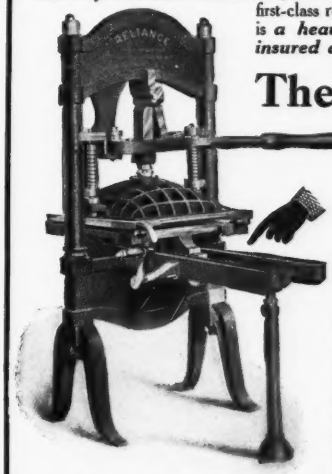
EVERY MACHINE GUARANTEED to be as represented or your money back.

You can obtain same direct from the
MANUFACTURERS
PAUL SHNIEDEWEND & CO.
623 West Jackson Boulevard, CHICAGO, ILLINOIS
OR FROM YOUR DEALER

THE BEST INSURANCE

is that which will ***guarantee*** a security against possible loss.

PROOF TAKING in an Engraving Plant is a possible loss in more ways than one: Loss of time, loss of paper, loss of ink, loss of first-class results, loss of reputation. It is ***a heavy loss if you are not insured against poor proofs.***



The Reliance Photo-Engravers' Proof Press

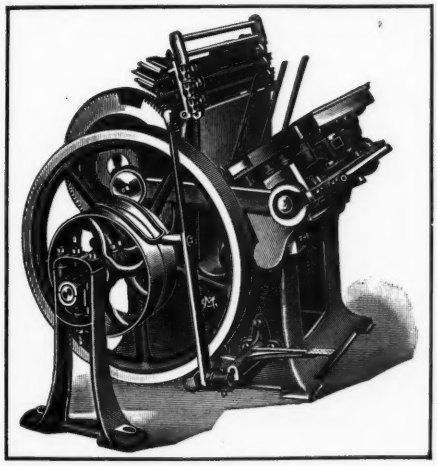
Extra Heavy, with Rack and Pinion Bed Movement (patent applied for)

is the best insurance obtainable against poor proofs, for the Reliance can produce ***only*** perfect proofs, which means a security against loss of time, labor, paper, ink, etc.; therefore, ***a Reliance in your plant stands for a guarantee for best possible results at all times at a low cost.***

No. 2-B, 20th Century
Bed, 25 x 31 inches. Platen, 21 x 27 inches.

MANUFACTURED AND SOLD BY
Paul Shniedewend & Co. **627 JACKSON BLVD. CHICAGO - - U. S. A.**
ALSO SOLD BY
WILLIAMS-LLOYD MACHINERY CO., 337 Dearborn St., CHICAGO
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KLIMSCH & CO. - - - - - - - FRANKFURT A. M., GERMANY
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Gally Improved "UNIVERSAL"



New Style No. 3
Improved Universal Printing Press.

For general work—letterpress, half-tone and three-color printing, embossing, cutting and creasing—the "Universal" Style 3 is unsurpassed.

Its powerful impression and its extra substantial construction insure longevity of life and perfect service.

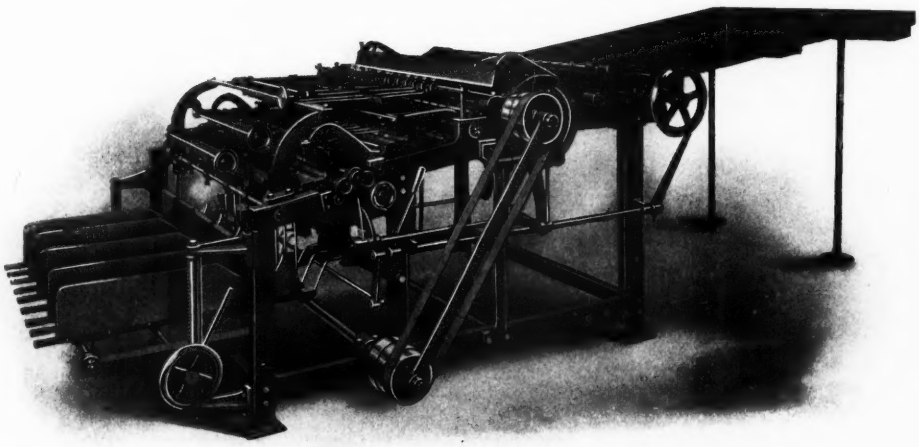
It is compact—occupies small space.

Made in many sizes and styles, with prices commensurate in point of value and service.

You should have our illustrated catalogue containing valuable information as to what our various presses will do for you.

Manufactured by
The National Machine Company
Hartford, Connecticut

THE CHAMBERS
Paper Folding Machines



Drop-roll Parallel Folder with Hand Feed Table

AUTOMATIC FEEDERS FURNISHED

Will deliver and pack a folded page as narrow as 2½ inches in 16s. Greatest width 6 inches.

Will fold 8s ranging in width from 3 to 12 inches.

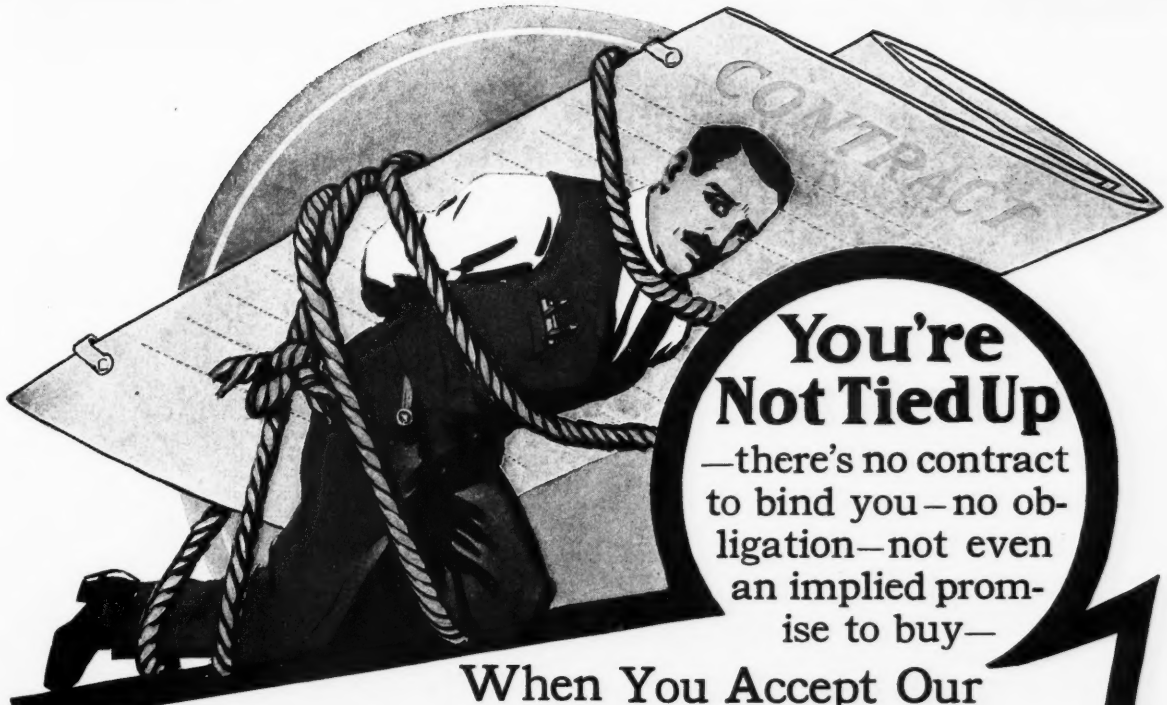
Will deliver in long strips or cut into 2, 3 or 4 sections.

Sharp, accurate folding guaranteed.

Chambers Brothers Co.

Fifty-second and Media Sts., Philadelphia, Pa.

Chicago Office : : : 524 West Jackson Boulevard



You're Not Tied Up

—there's no contract to bind you—no obligation—not even an implied promise to buy—

When You Accept Our

30 Day Free Trial of the Miller Saw-Trimmer

TAKE this in. The test that we propose to you is not hedged about with conditions, obligations or "comebacks," because that is not its spirit or purpose. You are urged to try out the Miller in your own way, under your own shop conditions, and to come to your own uninfluenced conclusions as to its profit possibilities **for you,** without committing yourself to anything but to give the machine a fair show during the trial period. And your decision is final and absolute. We simply take out the machine without question or argument, if you decide that it cannot earn its cost for you. Perhaps you can't afford to add to your **equipment** now, but on such terms as these you can afford to add to your **knowledge.** Come back at us today with a request for this test.



Patented, April 9th, 1901, and May 18th, 1909. Other patents pending.

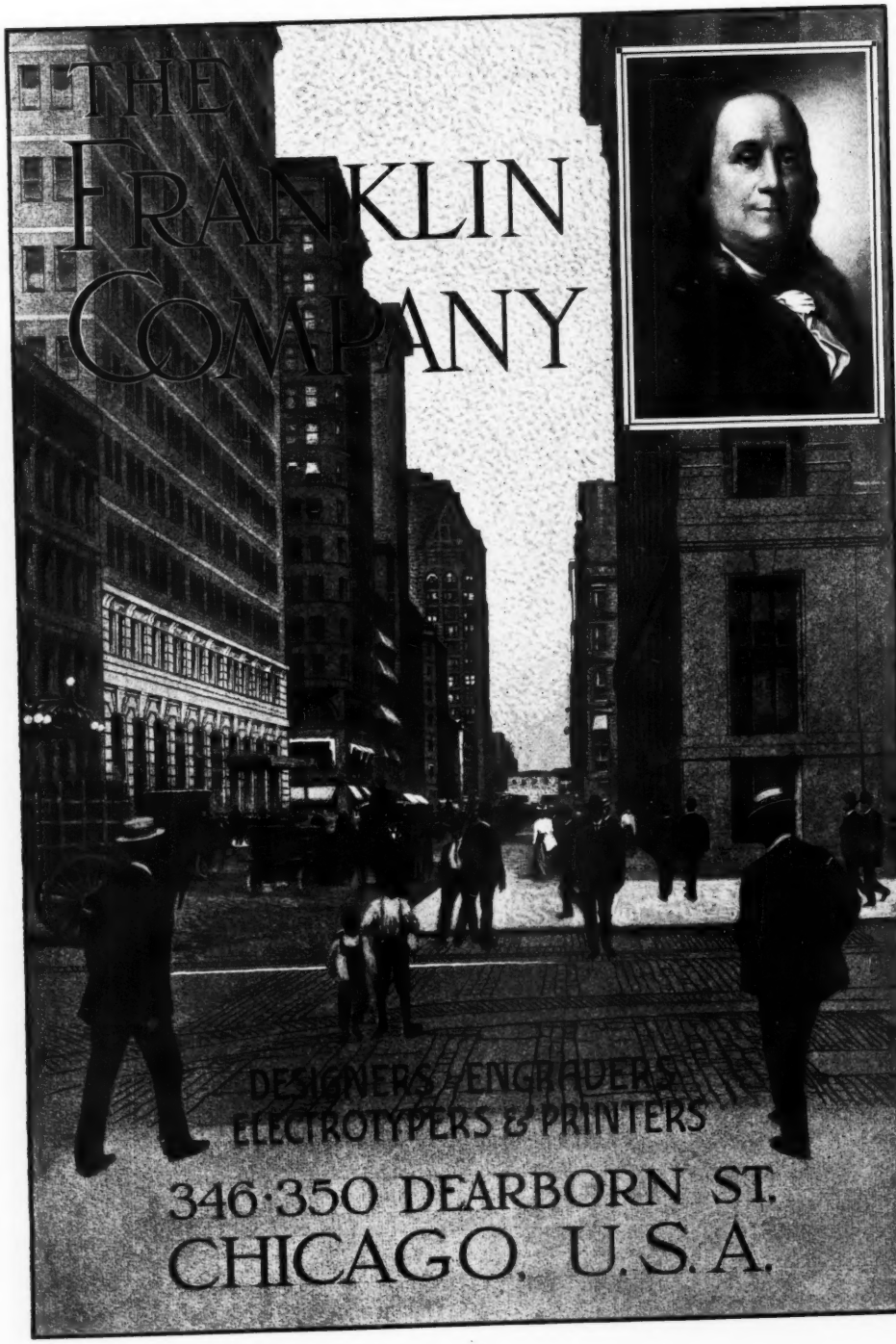
The Miller Saw-Trimmers are fully covered by U. S. and foreign patents and pending applications, controlled exclusively by Miller Saw-Trimmer Co., who will vigorously protect its rights therein.

You Know What This Machine Does?

It saws-and-trims at the same operation, handling metal or wood mounted cuts, slugs, rule, furniture, and every other item entering into printers' make-up—and reduces its entire output precisely to point measure. It takes little room and little power and does not require a special operator. And it is the **only** machine that does or can perform these functions.

MILLER SAW-TRIMMER CO. MILWAUKEE

Miller Saw-Trimmer Co., *Milwaukee*


THE
FRANKLIN
COMPANY
DESIGNERS, ENGRAVERS
ELECTROTYPERS & PRINTERS
346-350 DEARBORN ST.
CHICAGO, U.S.A.



Strathmore Talks

[No. 9]

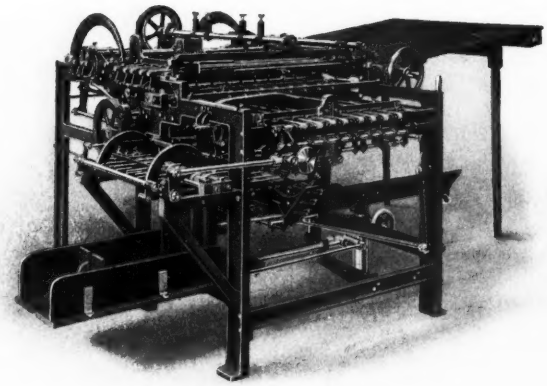
¶ Did you ever consider how necessary good stationery is to the success of good advertising? In other words, how one backs up the other?

¶ Probably most of us have sent for a catalogue. If on the receipt of the letter accompanying the catalogue the stationery was rather passé, was there not a suspicion engendered that the goods might be cheap too, even though the catalogue was what it should have been? If, however, both stationery and catalogue were first class, did there not seem to be a harmony and relationship that created confidence in the goods and the house that offered them?

¶ STRATHMORE PARCHMENT is the paper you will offer to your customer if you are as anxious to render service as you are to do good work at a profit. It has every quality, every feature and every advantage that makes successful business stationery.

¶ Look at the STRATHMORE PARCHMENT TEST BOOK. If you haven't one, write us.

MITTINEAGUE PAPER COMPANY
The "STRATHMORE QUALITY" Mills
MITTINEAGUE, MASS., U.S.A.



Special Catalog Folder

Folds regular and oblong. Will fold 6, 8, 10, 12, 16, 24 and 32 pages in single sections or in gangs. Automatic Registers throughout.

Yes! It is to laugh at our imitators. The above machine is not a New Year's offering after many efforts to perfect something "every once in a while."

Yes! The above machine has been good enough to imitate, but the result has been a poor one.

Yes! The Special Catalog Folder of our construction is a folding machine.

Made by

Brown Folding Machine Company

Erie, Pennsylvania

Always of proper consistency and unusual strength

In containers convenient and air-tight



Dennison's
Is the Glue for Printers

For more than sixty years we have made Glue in our manufacture of Tags, Labels, and Boxes. We know what a printer demands of Glue. We know also, *from our own experience,* what to give him — DENNISON'S, the strongest glue made, undiluted, yet of the right consistency, clear, sweet, ready to use, and easily preserved.

Sold in cans, ½ pt., 1 pt., 1 qt., 2 qt., 1 gal., and in DENNISON'S PATENT PIN TUBE; the handiest method of applying, the easiest way to preserve. Just take out the pin and squeeze. Put back the pin and seal for a year or a day, as long as you wish. No cork to stick. No brush to mislay. The flat nozzle makes a good spreader.

DENNISON PASTE AND MUCILAGE

are of equal superiority, often tested, and quality maintained. Paste in jars and tubes. Mucilage in Tubes.

WHY NOT SELL DENNISON ADHESIVES? DEMAND IS STEADY, PROFIT SURE

Dennison's Catalogue for Printers, now ready, illustrates and describes Dennison's Adhesives, as well as Tags, Labels, Tag Envelopes, Coin Cards, and many another line for a printer's profit. Send to our nearest store.

Dennison Manufacturing Company

THE TAG MAKERS

BOSTON
26 Franklin Street

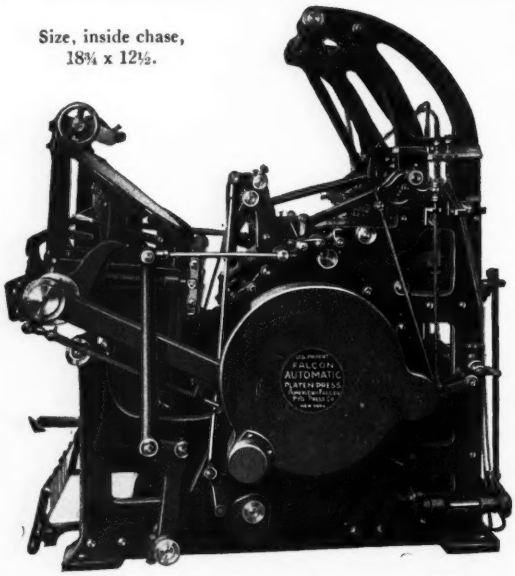
CHICAGO
25 Randolph Street

NEW YORK
15 John Street
15 West 27th Street

PHILADELPHIA
1007 Chestnut Street

ST. LOUIS
413 No. Fourth Street

THE PAYROLL PAYS FOR THE **Falcon Automatic Platen Press**



Size, inside chase, 18¾ x 12½.

Will automatically feed, print and deliver any weight of stock from onion-skin to cardboard.

Saves wages, power, floor space and spoilage.
Feeds from the top of the pile.
Speed up to 3,500 per hour.
Prints from flat forms.
No expert required.
Absolute register.

The Falcon Automatic Platen Press will do the work of from three to four ordinary hand-fed platen presses, do it better and pay for itself in a short time out of the saving in feeders' wages alone. It is sold with our guarantee to do exactly what we claim for it.

Write for further particulars and testimonials.

Auto Falcon & Waite Die Press Co., Ltd. RAND-McNALLY BUILDING, 160 ADAMS ST. CHICAGO, ILLINOIS

SUCCESSORS TO AMERICAN FALCON PRINTING PRESS CO.

Eastern Selling Agent
S. P. PALMER - - - - - - 346 Broadway, NEW YORK

FACTORY AT DOVER, N. H.

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GEO. RICE & SONS, 350 Los Angeles St., LOS ANGELES, CAL.

A Beautiful Book Face is the LIGHT DORSEY

It is the latest thing out—right up to date. Perfectly legible, strong and full of character, but graceful and pleasing to the eye. Cast on standard line unit set from the BEST wearing type metal known.

Send for display specimens.

INLAND TYPE FOUNDRY

12th and Locust Sts. SAINT LOUIS
175 Monroe St. CHICAGO
160 William St. NEW YORK

ILLUSTRATING LIGHT DORSEY
Copyright 1910, by Inland Type Foundry

6-Point, 50a 25A, $2.00 L. C. $1.05; C. $0.95
THERE IS A SINGULAR STATELINESS AND AN air of distinction which wins admiration at the 1667

8-Point, 44a 22A, $2.25 L. C. $1.15; C. $1.10
IT IS SAID THAT ONE MAY SEE TO the depth of fifty feet or more in the $134

10-Point, 37a 18A, $2.50 L. C. $1.30; C. $1.20
IMMUNITY FROM ANY BLOT on its shores gives it a clear 786

12-Point, 33a 17A, $2.75 L. C. $1.40; C. $1.35
FOR FORTY YEARS THIS superb sheet of water has 1234

14-Point, 27a 14A, $3.00 L. C. $1.55; C. $1.45
THIS LOVELY PLACE is easily accessible to 89

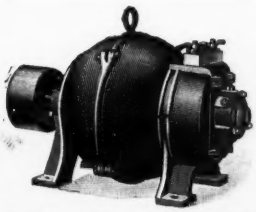
18-Point, 20a 10A, $3.25 L. C. $1.65; C. $1.60
COSTLY HOUSES for use in the 1463

6-POINT ACME BORDER, 6-POINT ACME BRASS RULE

SPRAGUE ELECTRIC MOTORS

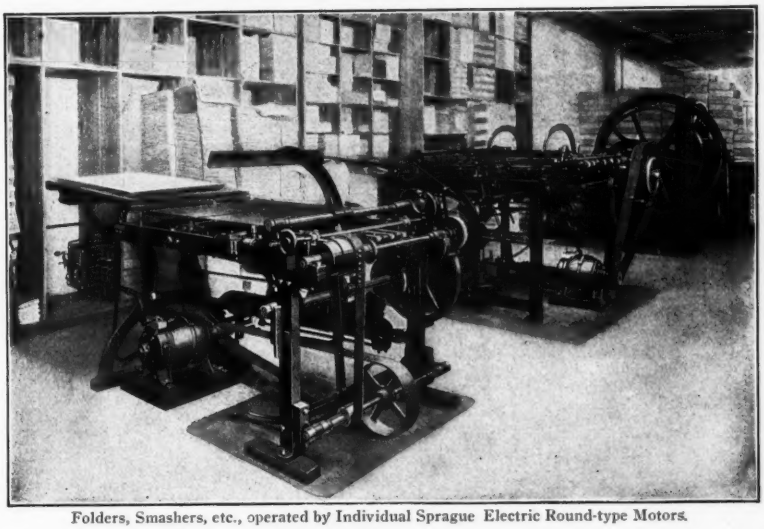
THE MOTORS THAT PRINTERS USE

The perfection of design and the thoroughness of construction have made the Sprague Electric Motors universal favorites for driving printing-presses, stereotyping and electrotyping machines, cutters, folders, stitchers, linotype and monotype machines, etc. **They do the work with economy and precision.**



SPRAGUE ELECTRIC ROUND-TYPE MOTORS

SHOWN IN THE ACCOMPANYING ILLUSTRATIONS

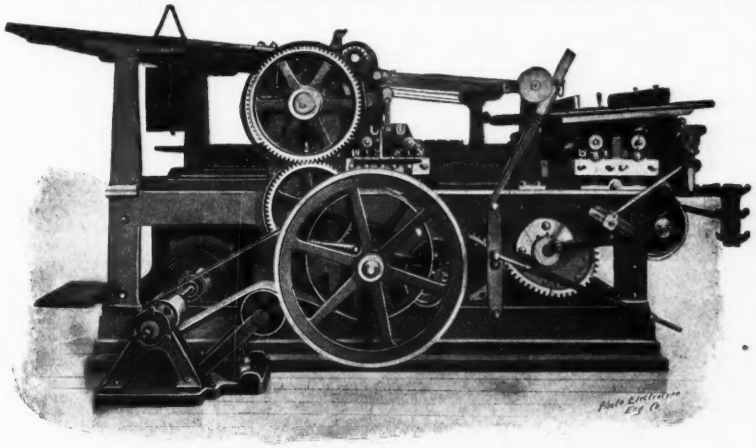


Folders, Smashers, etc., operated by Individual Sprague Electric Round-type Motors.

Sprague Electric Motors reduce power expense and are safe, reliable, economical and easy to operate. They are used extensively in this country and abroad.

The flexibility of the electric drive permits a more advantageous arrangement of presses and other machines, and thus gives better light and saves handling the stock so many times. It eliminates the dark, cumbersome, noisy and, too often, dangerous belting and shafting.

Our long experience enables us to give correct specifications for motor drive for any machine from the smallest to the largest in your plant.



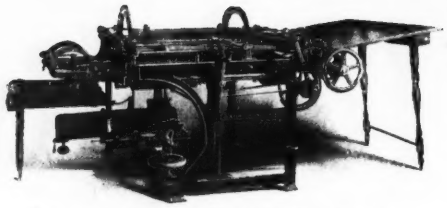
Sprague Electric Round-type Motor belted to No. 2E Whitlock Press.

ASK US for a copy of Bulletin No. 2294, which contains many illustrations and a long list of plants equipped with Sprague Electric Motors. Is your plant a modern one? Are you trying to compete with plants electrically equipped? You will find our bulletin interesting. Write now for a copy.

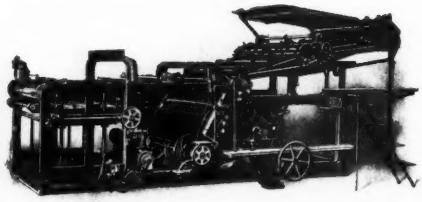
SPRAGUE ELECTRIC COMPANY

General Offices—527-531 West Thirty-fourth Street, City of New York

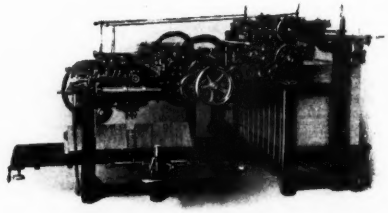
Branch Offices—CHICAGO, ST. LOUIS, MILWAUKEE, BOSTON, PHILADELPHIA, PITTSBURG, BALTIMORE, ATLANTA, NEW ORLEANS, SAN FRANCISCO, SEATTLE



Our new Jobbing Folder No. 190. Fills the bill for over 75% of all jobbing folding.



Sheet-feed Rotary press with Cross Feeder. Feeding guaranteed up to 3000 per hour.



Double 16 Folder and Dexter-Feeder. The standard machine for ordinary book work.

Dexter Folder Company

New York
Chicago
Philadelphia
Boston
Buffalo
San Francisco

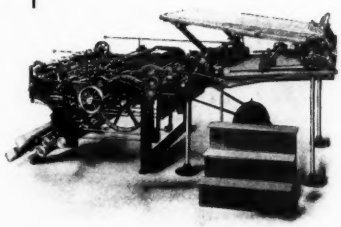
Southern Agents: Dodson Printers Supply Co., Atlanta, Ga.

DEXTER

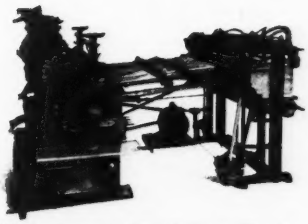
London *Paris* *Cape Town* *Melbourne* *Buenos Aires*

From Corner to Corner

Modernize and Standardize your plant with Dexter and Cross machines and climb the stairs of success. Dexter Folders and Cutters and Cross and Dexter Feeders are daily feeding, folding and cutting millions of sheets in the best equipped plants all over the world. You will get better work and more of it. Dexter machines are an insurance against loss of product, and assurance of better profits. The service is unapproached.

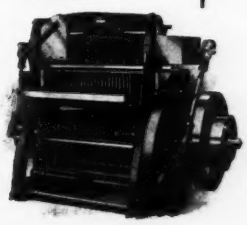


Quadruple Folder and Cross Feeder. The money maker on long run work.



Offset Press with Dexter Feeder. Feeding from 3,000 to 5,000 per hour according to register desired.

Dexter Cutters. The strongest, simplest and most efficient cutter.



More Unitypes

We are now selling UNITYPE machines in large numbers, which attests the correctness of our diagnosis of the matter with the printing business and its needs, as set forth in our pamphlet.

To ascertain costs of production, however laborious or distasteful that may be, and invariably use them in the preparation of every estimate, is the first pressing need; while the second is, to use for each kind of work only such machinery as is particularly adapted to perform it with economy and dispatch. These two practices *must* be put in force before a printing business, however large it may be, can be considered as upon a manufacturing basis, and be expected to stand, in profits returned, among manufacturing establishments.

We mention UNITYPE sales merely as an indication of the fact that we are making rapid progress in getting printers to figure out the costs of their composition, and to consider the rearrangement or re-equipment of their plants in conformity with established manufacturing custom. These are signs of healthy progress. There is as much folly in doing a job without *knowing* it will bring a fixed profit, as in doing it wastefully upon one machine instead of economically upon another. Both questions require to be thought out by every printer for himself.

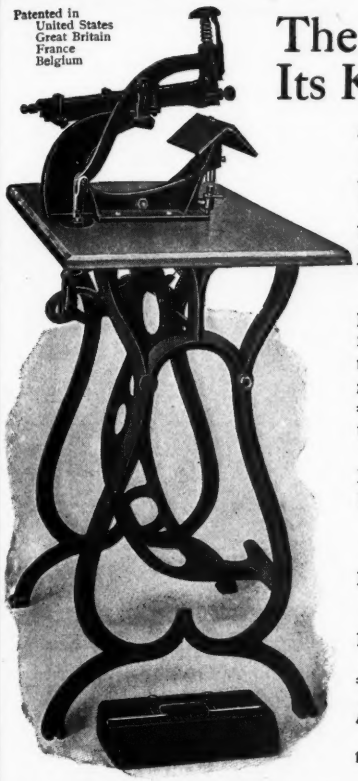
With the second question we can be of material assistance—we quote from "The Matter With the Printing Business," page 14:

> "In the printer's case three composing machines are offered him. Each is particularly adapted to part of his work; but no one of them to all of it. Therefore, in order to bring his establishment to the highest pitch of earning power, he must know the kind of work to which each machine is fitted, and apply that machine to that work only. It is precisely because of this imperative need of such a subdivision of work among machines—as necessary among machines as among men—that we have published this paper.
>
> "It is not our intention, however, to analyze the field of printing and assign to any machine, other than the UNITYPE, the particular province to which it belongs. But of the UNITYPE we unreservedly say that wherever books, catalogues, magazines, or similar matter is set, there lies the work of which no other machine can yield so much at so low a cost."

Wood & Nathan Company

No. 1 Madison Avenue, New York City

Patented in
United States
Great Britain
France
Belgium



The Best of Its Kind

THE ACME Wire Staple Binder

Has served its purpose in prominent printing establishments for many years.

- Uses Fine and Coarse Staples.
- Binds to ¼-inch.
- Has Automatic Clinching and Anti-clogging Devices.
- Equipped with both Flat and Saddle-back Tables.
- Holds 250 Staples at a charge.

Acme Staple Co.
LIMITED
112 North Ninth Street
CAMDEN, N. J.

FACSIMILE OF LABEL.



See that this label is on each ream.

Tub-sized Loft Dried Hand Plated

"P.B. 671" BOND

This is a high-grade Bond Paper of tenacious strength and perfect finish. Its durability stamps it the ideal paper for Bonds, Documents and high-class Business Stationery.

Write for samples and prices.

PARSONS TRADING COMPANY
20 Vesey Street . . . . . NEW YORK
London, Sydney, Melbourne, Wellington, Havana, Mexico, D. F., Buenos Aires, Bombay, Cape Town.
Cable Address for all Offices—"PARTRACOM."

Largest Manufacturers of BOXBOARD in the World

UNITED
REGISTERED TRADE MARK

The use of **United Products** The Only Way

United Boxboard Company

General Offices, 200 Fifth Ave., New York

CLAY COATED LITHOGRAPH BLANKS AND BOXBOARDS
OF EVERY DESCRIPTION
ALSO
THOMSON JUTE, STRAWBOARD, NEWSBOARD, BINDERS' BOARD,
ICE-CREAM AND OYSTER-PAIL BOARDS
LOCKPORT PATENT COATED, TAG AND DOCUMENT MANILAS

EXCLUSIVE SALES OFFICES AND WAREHOUSES

BOSTON STRAWBOARD CO. - - - - 46 Federal St., Boston, Mass.
MANHATTAN STRAWBOARD CO. - 141 Wooster St., New York City
MANUFACTURERS STRAWBOARD CO., - 6 Sherman St., Chicago, Ill.
PHILADELPHIA STRAWBOARD CO., 127 N. Fourth St., Philadelphia, Pa.
QUEEN CITY PAPER CO. - - 420 W. Fourth St., Cincinnati, Ohio
ST. LOUIS BOXBOARD CO. - - - 112 N. Fourth St., St. Louis, Mo.
UNITED BOXBOARD CO., 32 N. St. Paul St., Rochester, N. Y.



FIRE RISK

DECREASED with our STEEL constructed, fireproof waste-paper baler. Will bale your waste to advantage and bring very best price. Strong, rapid, permanent, obtaining greatest compression with least power. Sanitary conditions improved by keeping premises clean. Little floor space required. Long life of press guaranteed. Will pay for itself in a short time. We build a variety of thirty styles and sizes to meet requirements. Select a Baling Press as you would high-grade machinery and purchase the best.

We also build a rapidly operating LABEL CUTTING PRESS. Write for catalogs.

LOGEMANN BROTHERS CO.

MILWAUKEE WIS

LABOR-SAVING **KIDDER MACHINERY** MONEY-MAKING

Automatic Printing-Presses

We mean by Automatic that the press prints from the roll on one or both sides of the web and in one or more colors.

For edition, pamphlet or long-run work of any kind, there is nothing to equal them for *quality of work* or *output* and at the lowest possible cost

We make a specialty of building presses for such work. Write us about your requirements, we will do the rest.

KIDDER PRESS CO. Main Office and Works DOVER, N.H.

CANADA:
THE J. L. MORRISON CO.
TORONTO

NEW YORK OFFICE:
261 BROADWAY
GIBBS-BROWER CO., AGENTS

GREAT BRITAIN:
JOHN HADDON & CO.
LONDON

Patented



The NEW CENTURY RULING MACHINES AND STRIKERS

The finest Ruling Machines ever offered to the trade.

BUILT ON HONOR—AND SOLD UNDER A GUARANTEE

To wear forever. To do perfect ruling. To be set quickly. To run fast, and to satisfy the ruler.

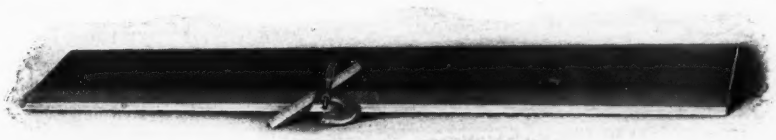
GEO. DAMON & SONS

44 Beekman St., New York City, U. S. A.

Selling Agents for Eastern and Southern States, Canada and Foreign Countries. Largest Dealers in Printing Machinery—new and secondhand

BUILT BY THE CENTURY MACHINE COMPANY, Hoboken, New Jersey, U. S. A.

ESTABLISHED 1830



To the Trade:

We beg to announce a NEW

Coes · MICRO-GROUND · Knife

which we are selling as our "New Process" Knife. We have been supplying this knife in its improved form for over a year to our largest customers with the best results.

It is sold on our regular list *at no advance* in price.

Following our established habit of *raising quality* to the customer at no extra expense to him.

Same package. Same warrant. Ask us.

LORING COES & CO., Inc.
DEPARTMENT COES WRENCH CO.
WORCESTER, MASSACHUSETTS.

NEW YORK OFFICE — G. V. ALLEN, 21 Murray Street
Phone, 6366 Barclay

COES RECORDS

First to use Micrometer in Knife work	1890
First to absolutely refuse to join the Trust	1893
First to use special steels for paper work	1894
First to use a special package	1901
First to print and sell by a "printed in figures" Price-list	1904
First to make first-class Knives, *any kind*	1830 to 1905

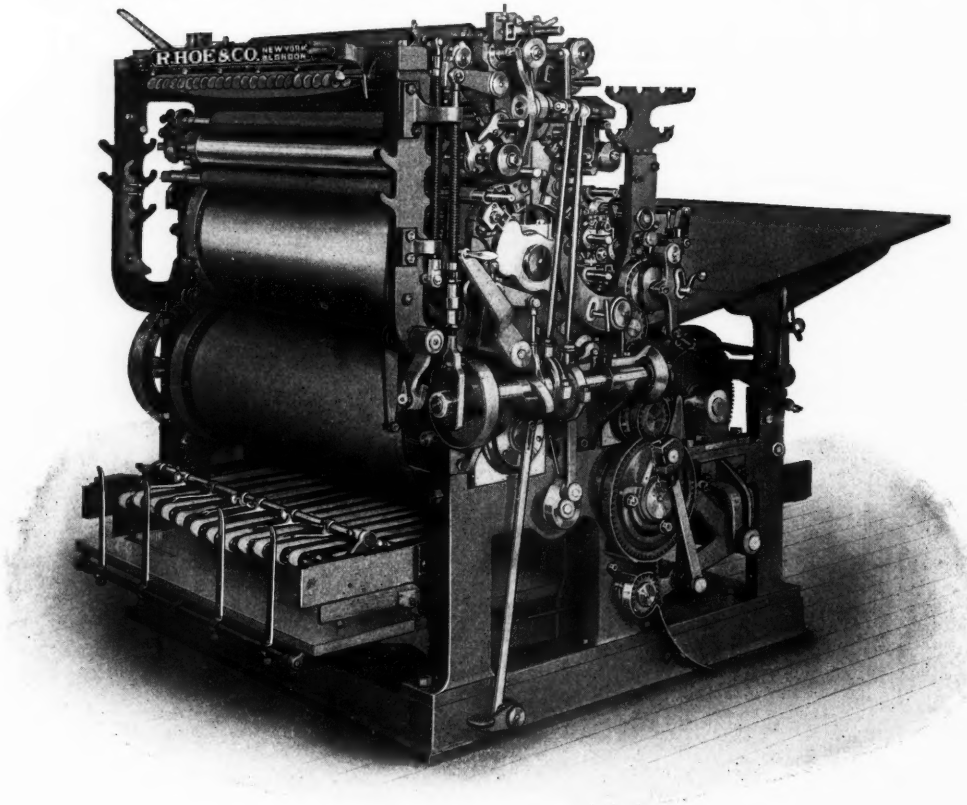
COES is Always Best!

The Reason Why the

Hoe Rotary Offset Press

outworks, outlasts and outclasses all other machines of the kind is that it is made strictly to the **Hoe** standard of workmanship, which for a century past has been supreme in the printing world.

It is a simple, convenient and reliable press, and when put to work on a job requiring accurate register, good impression, even distribution and high speed, is never found wanting.



You can make no mistake in buying a HOE PRESS, because it

Is Built on Honor

and will produce more and better work at less cost than any other machine of the kind—and the price is low. Let us give you the figures.

R. HOE & CO., 504-520 Grand St., NEW YORK, N. Y.

ALSO AT

7 Water Street Boston, Mass.	143 Dearborn Street Chicago, Ill.	109-112 Borough Road London, S. E., England	8 Rue de Chateaudun Paris, France

"IT DOES THE WORK"



BOILED DOWN TO A FEW WORDS—THE

Peerless Job Press

MAKES GOOD.

During the many years that we have manufactured the PEERLESS JOB PRESS our one aim has been to make it so thoroughly *dependable*, *efficient* and *popular* with the printer, that *its service* shall stand as our best advertisement.

Our ILLUSTRATED CATALOGUE is waiting for your address. All ready to mail.

FOR SALE BY THE PRINCIPAL DEALERS IN THE UNITED STATES.

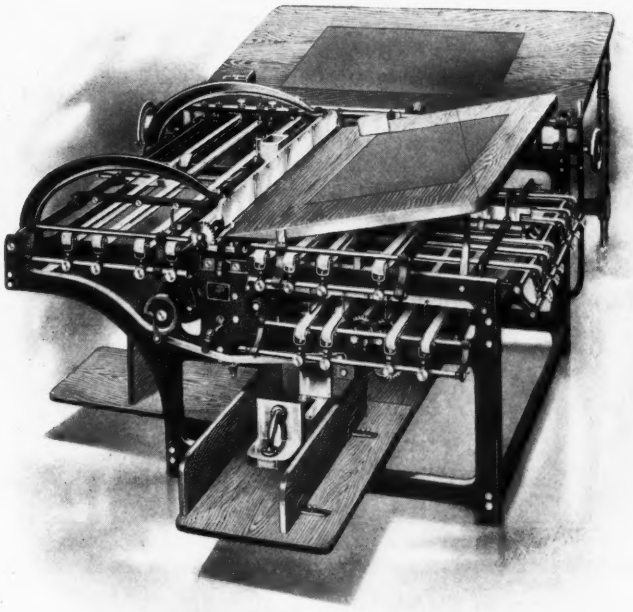
PEERLESS PRINTING PRESS CO., THE CRANSTON WORKS, 70 Jackson Street, PALMYRA, N. Y., U. S. A.

Lieber's and A-B-C 5th Edition Codes.

The Anderson Folders

An "ANDERSON" will just fit in your office.
Least trouble and worry.
No delayed runs
AND
ALWAYS READY.

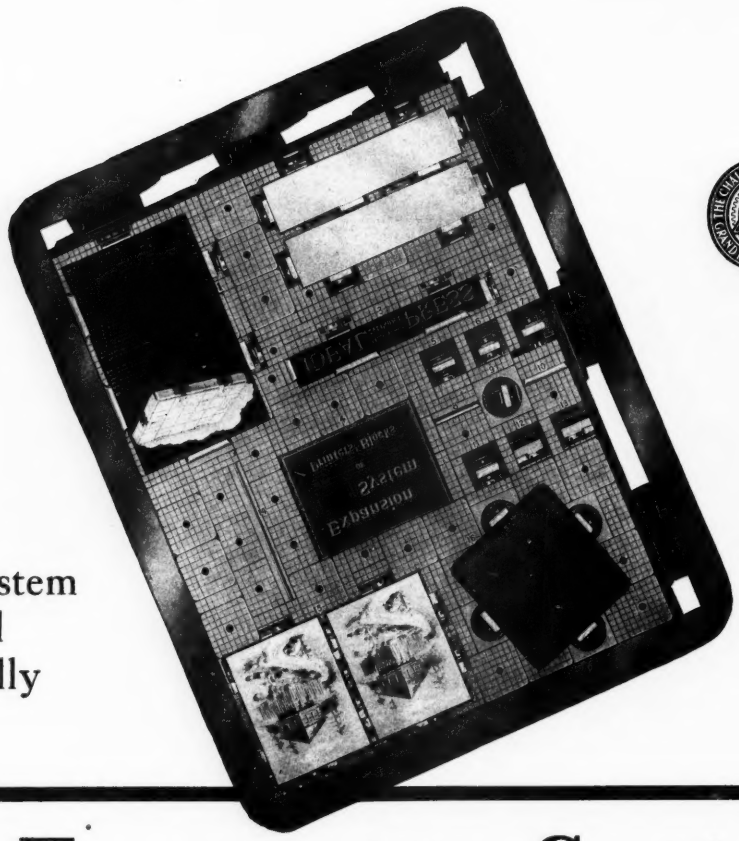
Let us have your inquiry.



No. 12 "ANDERSON" Newspaper and Job Folder.

MAISH MANUFACTURING CO. : : : Warsaw, Ind.

"The System you will eventually adopt"



The Expansion System

SOME printers will tell you that it is impossible to turn out first-class presswork at the prevailing prices. This complaint comes from two sources — the printer who still clings to the old-style-wood-block-method of mounting plates and the printer who has been "stung" with one of the many complicated, time-killing, make-shift systems now on the market.

These printers — both classes — are the men we want to get in touch with — because we know a remedy.

If you actually want to reduce your pressroom expense, if you want to be placed on an equal footing with the printers who are under-bidding you, if you want to increase the quality and quantity of your output — equip your presses with

The Expansion Plate-mounting System

You simply can not realize the fruits of your ambition by clinging to an antiquated or out-classed method, and when we say that all other systems are out-classed by the Expansion System, we are simply stating a fact that we have advertised and proven time and time again.

That the Expansion System outclasses all other systems and thereby reduces operating expense is easily shown. This fact is so well established that we will not give the reasons here. To any enquirer we will gladly send literature that sets forth these reasons explicitly. Write NOW.

THE CHALLENGE MACHINERY COMPANY

GRAND HAVEN, MICH., U. S. A.

Salesroom and Warehouse, 194-196 FIFTH AVENUE, CHICAGO



This identical cut has been run 12 successive issues of "The Inland Printer" with a Patent Metallic Overlay. Compare with previous issues for condition of cut.

Christensen Automatic Wire Stitcher Feeder

(Patented)

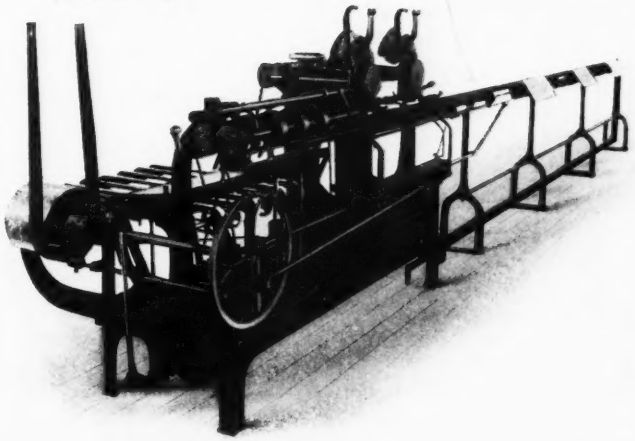
Twenty machines in operation.

Made for any range of work you want.

Heads up the cover and inserts before stitching.

Saves one-half the labor over old hand method.

Installed and guaranteed to save you money.



The Christensen Machine Company

Racine, Wisconsin

THE

Waite Die and Plate Press

Noted for its superior quality of work, its strength and durability and its low cost of operation.

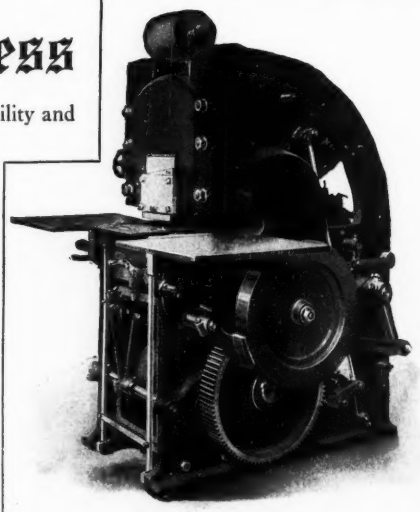
Will wear the die or plate less than any other die press.

The only die press which will give hair-line register at full speed.

THE LARGEST SIZE EVER BUILT:

The 6 x 10 inch is our latest success and has a greater capacity than any other power-stamping press ever made. It has every refinement of the smaller "Waites" and additional advantages. Prints in the center of an 18-inch sheet and is especially valuable for stamping box tops, catalog covers, photograph mounts, Christmas and fancy cards, check books with several on a page, calendars, etc.

Sizes..... 6 x 10, 5 x 9, 4 x 8, 3 x 5, 2 x 4½, 2 x 3 inch.



Size 6 x 10 inch.

Auto Falcon & Waite Die Press Co., Ltd. OFFICES AND SHOWROOMS RAND-McNALLY BUILDING

160 ADAMS STREET, CHICAGO, ILLINOIS

Eastern Selling Agent
S. P. PALMER, 346 Broadway, New York

FACTORY
DOVER, N. H.

Pacific Coast Selling Agents
GEO. RICE & SONS, Los Angeles, Cal.

The Nuernberger-Rettig Typecaster

The Typecaster which Casts Type of Foundry Quality from Any Mats—

Linotype, Compositype, N. & R. or Special Mats.

OPERATED BY Motor, Steam Fixtures, or Hand.
HEATED BY Gas, Gasoline or Oil Burners.
CASTS Type, Spaces, Quads, Leads, Slugs, Logos, Borders, Quotation Quads.
MATRICES AND MOLDS Rented and Sold—Made to Order.

WHAT WE CLAIM, WE DO

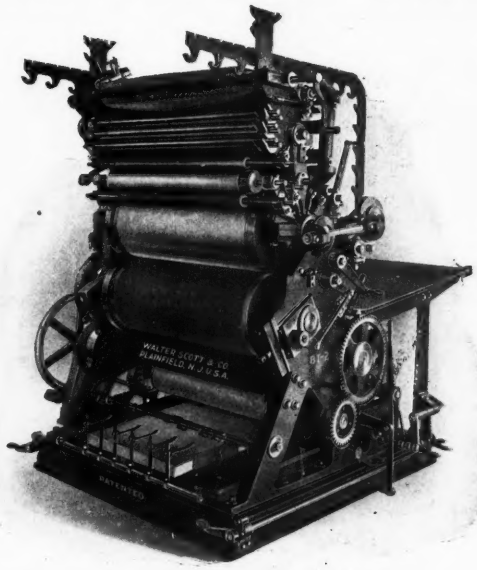
SEND FOR OUR GREEN BOOK

Universal Automatic Type-Casting Machine Co.
Chicago

"It Looks Good To Me"

was the expression from a prospective customer about

The SCOTT Rotary Offset Press



A SCOTT ROTARY OFFSET PRESS is now running in the office of the gentleman who gave the above opinion of the Scott machine. Now he says "it's a good press for me, but it keeps us hustling to keep it agoing."

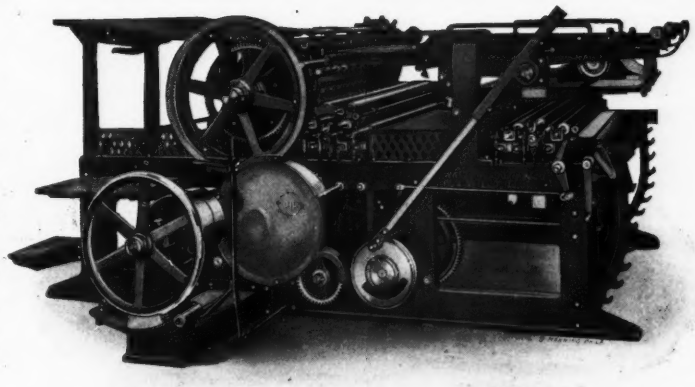
If you have never seen a SCOTT ROTARY OFFSET PRESS it will certainly pay you to do so. Orders have been received from all parts of the country for them.

The Offset Press is built to take sheets 28 x 38, 34 x 46, 34 x 52, 38 x 52. Other sizes built to order.

The SCOTT Two-Revolution Press

is admitted to be the strongest Two-Revolution Press built. No "guttering" ever occurs on these machines.

The ink distribution cuts the ink up thoroughly before it reaches the form. Streaks of color are impossible. The delivery will bring out anything, from tissue to cardboard. Send for descriptive circular of this machine.



We also manufacture DRUM CYLINDER, SHEET-FEED ROTARIES, all size WEBS, MAGAZINE COLOR-PRINTING MACHINES and NEWSPAPER PRESSES of Every Description. Tell us your requirements. We have the press.

WALTER SCOTT & CO.

DAVID J. SCOTT, General Manager

MAIN OFFICE AND FACTORY

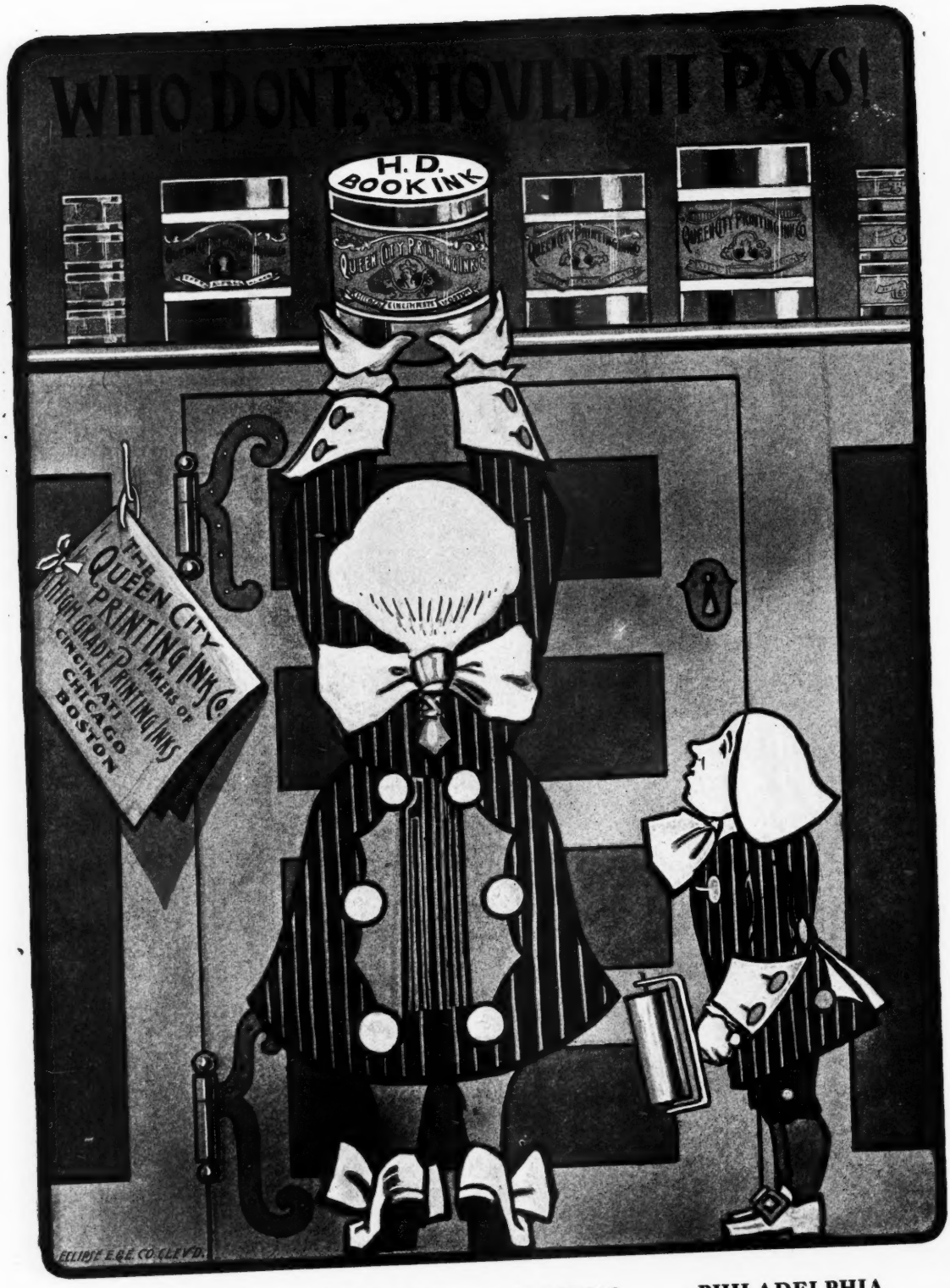
PLAINFIELD, NEW JERSEY, U.S.A.

NEW YORK OFFICE
41 PARK ROW

CHICAGO OFFICE
MONADNOCK BLOCK

CABLE ADDRESS—" WALTSCOTT," NEW YORK.

Codes used—A-B-C (5th Ed.) and our own.



CINCINNATI CHICAGO BOSTON PHILADELPHIA
KANSAS CITY, MO. MINNEAPOLIS



ESTABLISHED 1869

OLDEST IN THE WEST

The Buckie Printers' Roller Co.

CHICAGO, ILL. 396-398 S. CLARK ST. | ST. LOUIS, MO. 1804 PINE ST. | ST. PAUL, MINN. 466 JACKSON ST. | DETROIT, MICH. 172 GRAND RIVER AV.

$50.00 IN PRIZES

To be awarded for the best printing on

SUPATONE

An uncoated paper suitable for printing half-tone engravings

Costs less than coated.
Has no disagreeable odor.
Does not pick or stick together when damp.
Binds better.
Electricity not so profuse.
Just as handsome in appearance.

Write for particulars, prices and samples

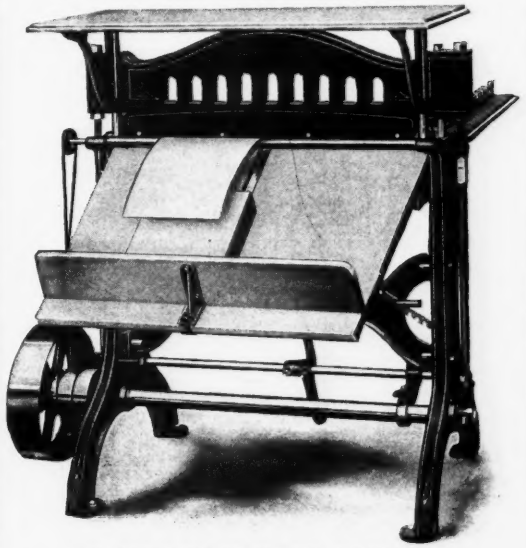
to the

Wanaque River Paper Co.

290 Broadway New York City

TATUM PIN-HOLE PERFORATOR

Can be furnished with **Top Feed Table, Adjustable Feed Gauge** and **Automatic Sheet Delivery** with inclinable rear table.



The Tatum 28-inch Perforator—belt or electric drive.

We manufacture twenty styles of PAPER PUNCHES.

Send for our Catalogue

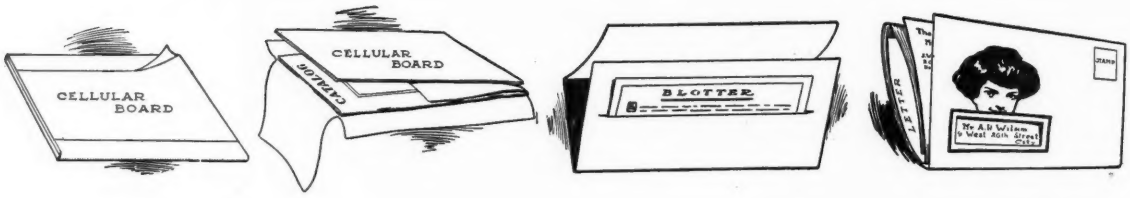
THE SAM'L C. TATUM CO.

Manufacturers of Paper Punches and Perforators

Main Office and Factory . . . . . 3320 Colerain Avenue, CINCINNATI, OHIO

NEW YORK OFFICE, 199 Fulton Street

Buckeye



THE ABOVE illustrations are reproduced from a book of "Buckeye Suggestions," which we recently mailed to a list of twelve thousand rated business houses, and to several hundred progressive printers who answered our March advertisement.

The book has proven so popular that the edition is now exhausted, but we have furnished a complete set of printed dummies to each of our jobbers, who will gladly furnish full information to any printer who is sufficiently interested to ask for it.

The novelty and practicability of these "Buckeye Suggestions," combined with the quality and adaptability of Buckeye Cover, constitute a unique opportunity for the development of your business—and the increase of your profits—along **strictly non-competitive** lines.

Write direct to the mill if no jobber is near you.

Buckeye Colors

White	Dark Green
Azure	India
Brown	Lavender
Buff	Nile Green
Black	Shell Pink
French Grey	Primrose
Light Grey	Scarlet
Dark Grey	

Buckeye Finishes

Antique Smooth Crash

Buckeye Weights

Light	Medium
20x25—50	20x25—65
22x28½—60	22x28½—80

Heavy

20x25—80
22x28½—100

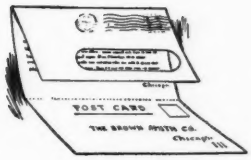


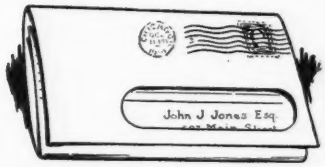
THE BECKETT
MAKERS OF GOOD PAPER

Covers









Buckeye Jobbers

BUFFALO, N. Y.	The Alling & Cory Co.
CHATTANOOGA, TENN.	Archer Paper Co.
CHICAGO, ILL.	James White Paper Co.
CINCINNATI, OHIO.	The Chatfield & Woods Co. The Diem & Wing Paper Co. The Whitaker Paper Co. The Cincinnati Cordage & Paper Co.
CLEVELAND, OHIO.	The Union Paper & Twine Co.
COLUMBUS, OHIO.	The Central Ohio Paper Co.
DAYTON, OHIO.	The Keogh & Rike Paper Co.
DETROIT, MICH.	The Union Paper & Twine Co.
DES MOINES, IOWA.	The Carpenter Paper Co.
DENVER, COLO.	The Peters Paper Co.
INDIANAPOLIS, IND.	C. P. Lesh Paper Co. Indiana Paper Co.
KANSAS CITY, MO.	Graham Paper Co.
LOS ANGELES, CAL.	Zellerbach Paper Co.
MIDDLETOWN, OHIO.	The Sabin Robbins Paper Co.
MINNEAPOLIS, MINN.	McClellan Paper Co.
NASHVILLE, TENN.	The Whitaker Paper Co. Graham Paper Co.
NEW ORLEANS, LA.	E. C. Palmer & Co.
NEW YORK, N. Y.	Henry Lindenmeyr & Sons.
OAKLAND, CAL.	Zellerbach Paper Co.
PHILADELPHIA, PA.	Garret Buchanan Co.
PITTSBURG, PA.	The Alling & Cory Co. The Chatfield & Woods Co.
RICHMOND, VA.	The Richmond Paper Co.
ROCHESTER, N. Y.	The Alling & Cory Co.
SAN FRANCISCO, CAL.	Zellerbach Paper Co.
ST. LOUIS, MO.	Graham Paper Co.
ST. PAUL, MINN.	Wright, Barrett & Stilwell Co.
FOREIGN SELLING AGENTS.	Henry Lindenmeyr & Sons, London, England.

YOU are losing money and business every day that you continue to disregard the proven facts about **Buckeye Cover.** You are paying too much for a specified effect; giving too little for a specified price; losing the order where the use of **Buckeye Cover** would often enable you to trim your estimate and increase your profit at the same time.

Buckeye Cover appears among the cheap covers in all published price lists; but in sample-books it keeps different company. It is part of the recognized aristocracy of coverdom. The difference between its quality and its price is the measure of *your advantage* over the printer who does not use **Buckeye.**

A thorough familiarity with the Buckeye line—and with the *printing possibilities* of the various colors and surfaces—is a valuable asset to any printer. It is the testimony of many prominent printers and advertising men that **Buckeye** is not only the biggest cover-value obtainable, but is also *better for more purposes* than any other cover-stock on the market, regardless of price.

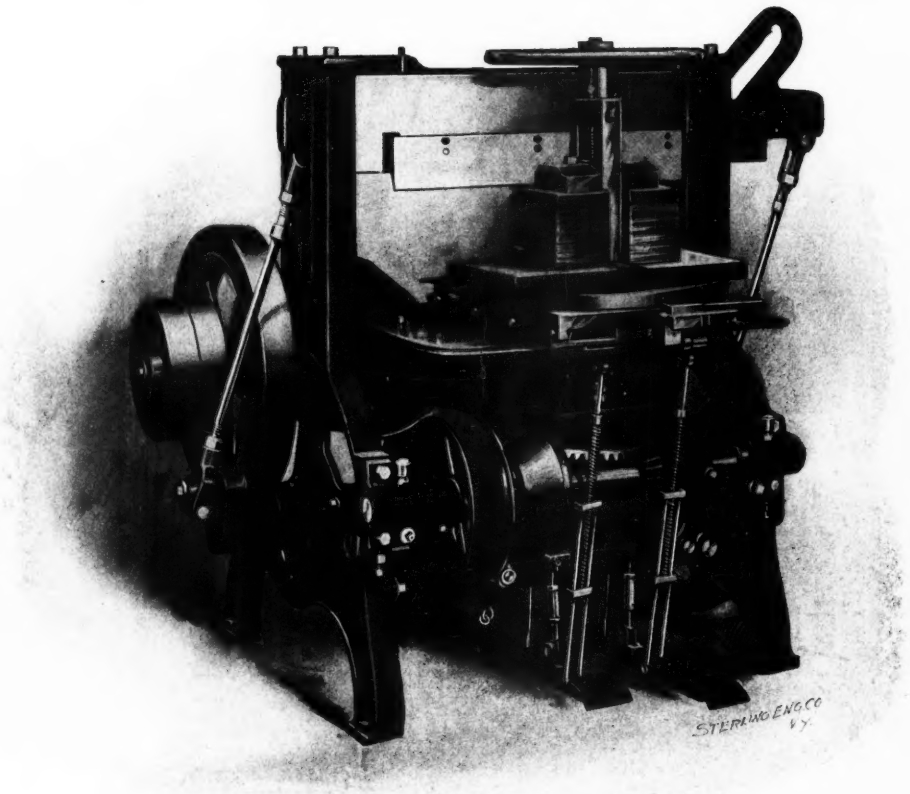
Get sample-book and sample sheets of nearest jobber—or write direct to the mill.

PAPER COMPANY

IN HAMILTON, O., Since 1848



SHERIDAN'S POWER CLAMP BOOK TRIMMER



Write for Particulars, Prices and Terms

T. W. & C. B. SHERIDAN CO.

Manufacturers of Paper Cutters, Book Trimmers, Die Presses, Embossers, Smashers, Inkers, and a Complete Line of Printers' and Bookbinders' Machinery

NEW YORK . . . . . 56 Duane Street
CHICAGO . . . . . 149 Franklin Street
LONDON . . . . . 65-69 Mount Pleasant

Selling Agents for Martini and National Book-sewing Machines
Parkside Casing-in Machine

Write for Circulars and Descriptive Matter

Here It Is!

You've been waiting for it!

IT'S THE

National Rotary Cut-Surfacer



Just place the half-tone on the plate, tighten the clamps, set the tool according to gauge adjustment, turn the lower handle and the tool moves automatically across the base of the revolving cut, producing a smooth, true surface.

Upper sprocket disengages automatically, allowing return of tool to starting point by turning small handle.

SIMPLE, ISN'T IT?

Takes any size cut up to 10 inches square, or to 14 inches diagonal measurement.

Micrometer adjustment of cutting tool to the 1/1000 part of an inch.

Machine easy to operate, as revolving plate is ball-bearing.

Weight, 110 pounds, insuring solidity.

Price, only **$52.50** f. o. b. Factory.

MADE AND SOLD BY THE

NATIONAL PERFORATING MACHINE COMPANY

Manufacturers of Printers' Machinery

2201 CAMPBELL STREET, KANSAS CITY, MO.

F O R S A L E B Y A L L D E A L E R S

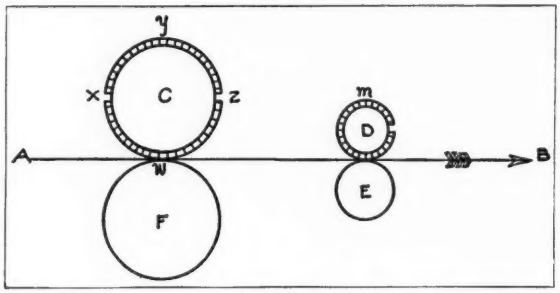
AN INVENTION THAT

Doubles the Product

OF NEWSPAPER ROTARY PRESSES, PLATE FOR PLATE

The Duplex Tubular-Plate Machine

The Principle Explained



It Is Exceedingly Simple

Let C represent the ordinary plate cylinder, about fifteen inches in diameter, in a rotary newspaper press, and F the impression cylinder co-acting therewith, and D, E, the corresponding plate and impression cylinders in the Duplex Tubular Plate Press, each being one-half the diameter of C and F. Let A-B represent a web of paper being printed upon, moving in the direction indicated by the arrow. Let x y z and x w z represent the two semi-cylindrical plates attached to the cylinder C, and m the tubular plate, of same superficial area as that of each of the semi-cylindrical plates, attached to the Cylinder D. It is evident that when the Cylinder C has revolved once the **two** plates upon it will have printed two pages, but in the same time the Cylinder D will have revolved twice and the **one** plate upon it will have printed two pages; that is, the one tubular plate, **revolving at the same peripheral speed,** will have produced **just double the work** of each of the semi-cylindrical plates.

This relation will be the same in any press carrying any number of plates. Each **tubular** plate is **printing all the time**; each **semi-cylindrical** plate is printing **only half the time** and, therefore, **doing only half the work.** It will thus be seen that the substitution of tubular or cylindrical plates for semi-cylindrical plates will **double the efficiency of the hundreds of thousands of newspaper stereotype plates in daily use throughout the world.**

Still further: Because of its form, the tubular plate may be made at least 25 per cent thinner than the semi-cylindrical plate and, therefore, it **much more than doubles the efficiency of every pound of stereotype metal** used in the newspaper offices of the world, or, in other words, **much less than one-half** of the amount now used will be necessary.

The Tubular-Plate Press is no untried experiment — is no enthusiast's impracticable dream. It is not a remote possibility. It is already here, and it is here to stay. It has been patented in all the principal countries of the world. The first one was put into operation in the pressroom of the Kalamazoo Evening Press in Kalamazoo, Mich., February 9, 1909, and has printed every issue of that paper from that date until now. Nearly twenty are now in daily use. The demand for it is already overtaxing the capacity of our large works and promises soon to be far beyond it.

Like all great inventions, that of the Tubular-Plate is in the direction of simplicity. The Tubular-Plate Press is **far more simple than its predecessors, less severe on the web, less liable to disorders and delays** and **much more cheaply operated.** It is **straight run throughout, tapeless, requires no half-speed mechanism** for any number of pages, **no collecting, no associating, delivers all products with book fold** and **at the same rate of speed,** will print with **equal facility any even number of pages** up to the full capacity of the machine. The plate cylinders, being comparatively small, are cast solid, and the impression cylinders nearly so, thus **insuring great rigidity.** As is well known, the smaller the cylinder the **sharper the impression** and the **better the print.** The plates for this press may be as **quickly made** as for any other press, and as **quickly put upon the cylinder,** and because of their form and comparative lightness, **are much more easily handled.**

If interested, investigate the press in operation. **It tells its own story.**

WRITE FOR ILLUSTRATIONS OF THE COMPLETE MACHINE

The Duplex Printing Press Co. Battle Creek, Michigan U. S. A.

LONDON ADDRESS: Linotype and Machinery Limited, 188 Fleet Street, E. C.



Do you use these books? If you don't, why don't you?

Don't you know that trade advertising is as valuable to you as your Trade Magazines? That the men back of the plants who supply you may be equally up-to-date and progressive as the men who conduct and write for the Trade Journals and, consequently, what these men may show in their advertising literature is worth more than a glance in many instances?

The Woronoco Books represent a mill that is progressive, no more than many others, very likely, but the books are more than ordinary books and valuable to the printer; the printer who does good work. It surely will pay such a printer to look through these books again and to place them where he can easily show them to a customer when he wants them to use good printing, and that should be most of the time.

WORONOCO PAPER COMPANY
WORONOCO, MASS., U. S. A.

COTTRELL SHEET FEED ROTARY

THE WAY OUT!

You need more speed in the pressroom.

Not just a little more, but a LOT more.

You have been trying to add a hundred or two per hour to your average product, when you actually need double your present speed.

And you need it badly!

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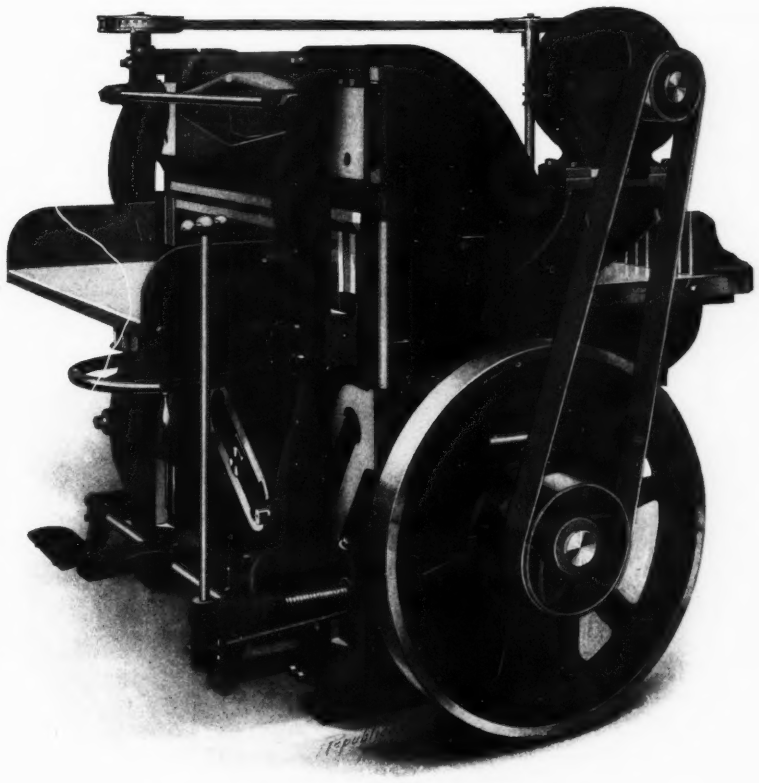
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A. H. McQUILKIN

Designed and lettered by
F. J. TREZISE,
Instructor Inland Printer Technical School and
I. T. U. Course in Printing.

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"OLD BILL" TAKES A SHOT AT THE FRONT OFFICE.

BY A. J. CLARK.

RAFFERTY, the solicitor, has for a long time now been a stranger to his old haunts. He has lost the care-free, jaunty air, and is like a hot-tamale peddler, always on the hike for more business. The fat, happy physiognomy that has endeared Rafferty to so many people, the kindly smile and the ready jest, are of the past, and he is rapidly getting the hooked face and the snarly manner of the hunter after sudden wealth.

Heeding not the counsel of Old Bill and Sykes, he has madly plunged into the vortex of business on his own hook, and is engulfed in the cares and responsibilities of a dinky print-shop. He is not the Rafferty of old.

Rafferty hasn't had time to explain the *modus operandi* whereby he buys a $7,000 print-shop with $300 worth of debts (Rafferty's debts), and it is probable that to-night he is trying to negotiate a loan from a man he has held up, and who heaves a sigh of relief and escapes when Rafferty, spying Old Bill, hails him with a weak attempt at jocularity:

"Hello, Bill! le's have a little drink; where you hikin' off to? Come up and see my new shop; cylinder press won't work; like to have you look at it, you poor downtrodden old stiff! Why don't you talk?"

"How in ——," said Old Bill, "can anybody talk, when you have the floor, and you always have it; an' let me tell you, little one, when you have had your shop long enough to know for sure that a print-shop ain't considered a get-rich-quick scheme by the postoffice authorities, your conversation won't ring with so much laughter and song. Now, let's get the drink; I'll tolerate you that far, and then I got to hike. I'm holdin' a session with the old man to-night. He wants to know why presswork is costin' him 44 cents a thousand, and we're goin' to figure some. He springs this on me to-night," and here Bill displayed the tabulated form shown on the next page. "Yes, sure enough, he springs that (me not knowin' that he's savin' them things), and he says—same as if he was captain of a ship, and he had said his prayers, and the ship was going down—'Bill,' he says, 'this thing looks bad; looks to me,' he says, 'like somebody was layin' down, or that they's somethin' the matter with our system. Look the dope-sheet over,' he says, 'and you'll find that in 1907, with just a few dinky presses and less facilities all around, we produced impressions for 37 cents a thousand, and it has gradually increased until now, with as good a print-shop as they is anywheres, it's costin' us 44 cents a thousand.'

"And then I swells up and fixes my face to tell him to go to —— and get some good man to run his joint, when it strikes me sudden that I'm gettin' too old to be foolish any more. Here, in a minute, I'm going to lose him a good man, me a good job; so, I meditates a lot before I open my yap, and then I answers as calm and peaceful as himself, 'Maby you're right; maby we're all layin' down and gettin' the easy habit. Maby it would be a good thing if you sprung that dope-sheet on us frequent; we're apt to go along, if there is no force behind, with the idea that we're doin' powerful good, when, in fact, there has to be a continued

YEARLY PRESS RECORD.

Year.	Weeks.	Number of Impressions.	Daily Average per Press.	Pay Roll.	Cost per M.
1907.....	34	7,959,401	6,502	$2,989.63	$0.37
1908.....	52	11,859,877	5,912	4,768.60	.40
1909.....	52	12,848,889	5,772	5,572.45	.44

It will be noted that the daily press average has steadily reduced and the cost per thousand increased.

The year 1907 shows the smallest cost per thousand.

The pony has been added since then, but the cost per thousand has steadily increased.

EMBOSSING AND DIE-STAMPING RECORD.

Year.	Weeks.	Imp. Dies.	Imp. Plates.	Total Labor Cost.	Cost per M.
1907.....	31	378,451	69,675	$1,004.25	$2.20
1908.....	52	553,633	92,012	1,390.45	2.16
1909.....	52	672,182	119,481	1,821.47	2.30

The volume of 1909 is much heavier than other years, due to the fact that nearly $3,000 was done outside of the department. The department received credit for all this work, and yet, the cost per thousand impressions has materially increased.

If this department had not received the credit for work done on the outside, the cost per thousand would have been in the neighborhood of $2.60 per thousand.

YEARLY COMPOSITION RECORD.

Year.	Cost Composition per Hour	Per Cent Dis.	Composing Room Salary.	Total Bus. Printing Department.	Per Cent Total Bus. Comp.
1907.....	$0.82	23¾	$13,918.15	$84,227.46	.16½
1908.....	.74	23 7-9	12,595.38	78,757.78	.16
1909.....	.80	23 1-6	14,103.75	82,657.37	.17 1-16

The cost per hour in this department has increased, but the pay-roll for 1907, for $84,227.46 of business, was $13,918.15.

The pay-roll for 1909, for $82,657.37, was $14,103.75, or we did $1,570.09 more business in 1907 than in 1909, and the pay-roll in the composing-room was $185.60 less for 1907.

1908 was the best year in this department.

ENGRAVING-DEPARTMENT RECORD.

Year.	Amount of Business.	Salary.	Per Cent for Labor.
1907.....	$5,798.85	$3,087.05	51 19-30
1908.....	8,670.84	2,956.43	34 1-10
1909.....	5,024.11	2,543.80	56 6-10

There is little to say about this department. The figures tell the tale.

The reason for this condition in this department is due strictly to the labor end.

SALESMEN'S AND COLLECTORS' RECORD.

Collections call for one-half of business.

Year.	No. of Weeks.	Total Sales.	Total Collections.	Expense.	Salary.	Per Cent Bus.
			RAFFERTY.			
1907..	34	$13,140.60	$17,876.43	$171.90	$1,190.00	6½
1908..	52	36,211.94	19,892.51	267.00	1,890.00	4½
1909..	45	35,921.40	16,399.36	225.00	1,575.00	3½
			COHEN.			
1909..	52	$11,442.92	$14,298.25	.....	$1,590.00	8½
			KELLY.			
1909..	38	$534.95	$7,755.46	.....	$507.30	11 1-20

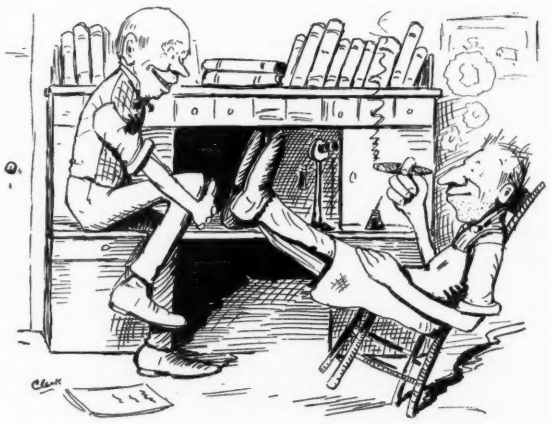
Business is reckoned on full amount of business and one-half collections. It is estimated that it takes one-half as much time to make collections as it does to procure business.

push behind or we go back instead of advancing, as we ought.' And there's another thing I tells him: 'The fact that you have more presses and better facilities is no reason why your output should cost you less, because the few machines, pushed to their limit, are bound to get out more work at less cost



"'Look the dope-sheet over,' he says."

than a larger plant that has idle machines some of the time and a bunch of help that needn't strain to get the work out.' Anyhow, I breaks forth into oratory like that, and then the storm abates and the ship is safe again. The old man feeds me a good cigar, and we agree to look seriously into



"The storm abates and the ship is safe again."

the matter; so to-night I'm goin' to have a brainstorm and find if they's any flaw in me escutcheon, as the poet says."

Here Rafferty handed back the report, with the remark that the old man was nutty about system. "He's got almost as many mutts in the front office making them dope-sheets as he has in the shop makin' printin,' and I don't know for why; all the time he's nosing around into everything, and when he sees everybody on the hike all the time,

that ought to be assurance enough that there's something doing in his shop. Me, I got enough system when I was working for him. Every mornin' I got a dope-sheet showing what per cent my soliciting was costing him, except when I had a special good day, and then sometimes it missed an issue, and I bet you I ain't going to have no system in my shop; every one there is going to spend every minute grinding out art-printing, and it's going to be 'pot-boiler art,' too, because there's no money in the stuff with deckled edges and ten col-



"A peach with big eyes and fluffy hair, to take in work."

ors. All I want is a peach, with fluffy hair and big eyes, to take in work and make out bills, while I chase after business and watch the joint."

"You take it from me, son," said Bill, "that if you try to run without some old man's system, that you won't never have no spendin' money; and you get over the notion that you want an angel in the front office to take in work. *Don't do it!* A printin'-office ain't like a church fair, or a candy-shop. You ought to stay in the front office yourself, or, if you can't, get some one with equal brains.

"There's two places in a print-shop where the best man in the house ought to be all of the time. One is the front office, and the other where the printin' is wrapped up; and, if he could make it, he ought to put in the balance of his time on the cuttin' machine, because there's a lot of grief born at the cutter."

"I've got a boy cutting stock for me," says Rafferty, "and he seems to be doing all right. It isn't much of a trick to cut stock."

"A cutter," said Bill, "can easily lose you twice his salary every day, and you wouldn't know it. He'll get eight out of a sheet that ought to cut twelve; he'll cut stock crooked and make agony in the bindery and pressroom; he'll spoil booklets, with bum margins, and, if you don't look out, turn the bulk of your stock into scrap. But, I started out to show you where your wise guy ought to be: *in the office!* I said a lot of grief was born at the cutter, but the agony that has its inception in the front office runs first.

"It often happens that a print-shop proprietor with honorable years behind him, and wise so you can notice it, don't know that a job is half done when it is properly taken in, and the ticket and copy properly made out. He hoodoos his shop with some rabbit-headed sissy in the face of his

joint, who takes in an order and marks the ticket, 'five hundred like copy,' and loses the copy, or goes through the samples and shows a customer a letter-head printed on stock that is obsolete, asks him if it is what he wants, and marks the ticket, 'One thousand like copy enclosed.'

"After the stockman has hunted the town over to match the stock, delayed the job and sent a messenger to the customer, it is found that any old stock would do as well, and the shop loses in time and money and, probably, loses the customer as well.

"Hang up a sign and make rules a mile long, and you can't teach a mug that ain't born to the business how to take in printin'. We tried it, a long time ago, when we were green and thought that fluffy hair and big eyes made a good equipment for the front office. We drew up a sheet that we thought would put a kibosh on mistakes, for the guidance of the jays in the front office. It asked them to always find out if a letter-head is to be ruled or not, padded or not, corner-card or set across, any choice of paper or type, or ink; it called attention to the fact that cards might be round-cornered or square, printed both sides, and numbered. It told them it was bum judgment to try to print a half-tone on linen-finished board, or to offer to set a forty-word business card in thirty-line script; and then they would send down orders that would drive the seventh son of a prophet to drink. They'll order three thousand receipts in triplicate, when they only want one thousand of each. They'll sell paper that can't be found outside of a museum, and know to a hair a customer's clothes and the color of his eyes, but neglect to get his telephone number, spell his name wrong and have to send a messenger to find how many he wants.

"A good man in the front office has his eye skinned all the time, not alone to please the customer, but to profit the shop as well, and there are sundry and diverse ways to do it that the correspondent schools haven't got wise to yet.

"The wise guy knows the stock like he knows how much money he's got, and, if there is a bunch of good scrap, he figures to use it up. He don't figure a 24 by 36 job to cut out of 30 by 44 stock, and he fixes it so a crazy ruler won't leave three inches of waste on the bottom of a ruled job and have the pressman gasping for gripper hold on the top.

"In dealing with a customer there are many ways to save shop expense and still please him: sell him a standard stock, get his taste, if he has any, in type-arrangement, so the first proof will satisfy him. If he don't care what color of ink his job is printed in mark the ticket 'any color' and save a wash-up. This is a 'prime requisite,' as the feller said, because it's a rotten business to wash up a pretty blue ink and put black on a job that would look better in blue, just because somebody, sometime, run a wedding announcement in copying-ink, and the office has ruled that all jobs are to be run in black, unless some color is specified.

"If the customer isn't in a hurry get all the time you can, so the job won't interfere with others that are in a rush, and, finally, make the job-ticket plain, so there won't be any question about it while it goes through the shop. A dub can't do this, because every second customer has to be shown what he needs in printing; suggestions must be made to him to safeguard his interests as well as those of the shop. They's more things I could tell you, Rafferty, along these lines, but that ought to hold you for a while."

"I guess that will do for to-night," said Rafferty, "but there's one thing more eatin' on me. What ought to be done when you've promised a job for to-night and it ain't done, and you see the mug coming down the street?"

"Duck!" said Bill. "He probably don't need it until to-morrow, anyhow."



A PRINTER'S HOME.

Residence of W. W. Davey, journeyman printer, 3356 Kenwood avenue, Indianapolis, Indiana.

Written for THE INLAND PRINTER.

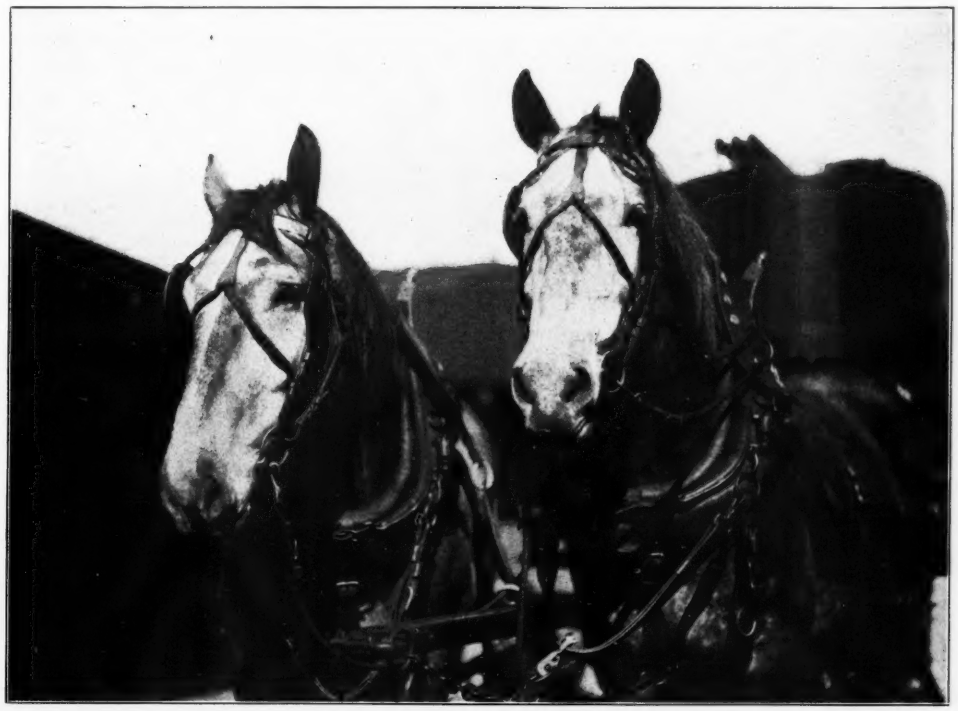
LANGUAGE WHIMS AND FALLACIES.

NO. V.— BY F. HORACE TEALL.

IN the earliest stage of growth of what soon became essentially, or at least potentially, the English language of today, began a process of word-making that has continued, and that must continue forever. It is that of uniting two native words to make another word, the new one combining the senses of those put together in its making, but in such a way as to produce a meaning that makes them simply parts of a unified expression. This is, of course, the making of compound words. The process is not peculiar to any language, but is universal, and is based on a universal principle, which principle might well be recognized and applied by all English-speaking people, as it is, practically, by the French and the Germans. It may be well to say here, however, that, much as the writer believes in and advocates the simple process thus indicated, it can not be practically adopted without limitation. What is most desirable is to secure universal agreement that a certain form is the one that is right for certain words, so that, when once learned, a man will not find other men insisting on the use of other forms. But this anticipates much that will be better appreciated after a slight historical introduction.

Our Anglo-Saxon forefathers indulged almost unlimitedly the association of words in pairs in a manner that was not grammatically natural, because it eliminated the regular signs by which to show relationship as it would appear in full expression. Although they were not grammarians, they unconsciously awarded to this grammatical demand full recognition by writing such pairs as single words. Thus, in the very start of English writing, a tree that bears apples was an appletree, not an apple tree; and ever since, and now, among careful people the name is one word, not two, except that since the use of hyphens began the best form is apple-tree. And the same reason that supports the joining in this case, no matter what form it takes — it would probably be differently worded by different persons — is equally good in every case exactly similar.

The freedom with which this joining of two words into one was done, and even more the common recognition that such association of words made them one — coupled with the fact that people afterward became careless, and some even went so far astray as to assert that in such a case



OUR PATIENT FRIENDS.
Photograph by J. St. C. McQuilkin.

the first of the two nouns is an adjective — led to some erroneous assertions by persons who should have known better. One of these may be quoted from George Perkins Marsh, a diplomat who became famous also as a philologist, and who lived from 1801 to 1882. In "Lectures on the English Language," he said, "Our present power of derivation and composition is much restricted." And in another place he wrote: "The power of derivation and composition was eminently characteristic of our maternal Anglo-Saxon, but was much diminished upon the introduction of the Norman French, or, to speak more justly, the Latin element, which refused to accommodate itself to this organic faculty of the Saxon tongue."

Various grammarians have repeated these assertions since they were made, in 1859, and it is not sure that their expression originated then. Some other writer or writers may have said the same things earlier. However that may be, it is astonishing that so many erudite grammarians and philologists should fail to recognize the fallacy of the statements, for the most cursory examination of literature could not fail to disclose, to any one with his eyes open to recognize what is actually there, the fact that the power mentioned is, and has been always, practically the same. Many of the Anglo-Saxon compounds have been lost — supplanted by other words from other sources — but English words of the present day are arbitrarily associated with the same freedom that was current in the early time. It is not the power that is restricted, but the consensus of opinion and practice in recognizing the compound nature of the terms so made.

A few of the Anglo-Saxon compounds mentioned by Mr. Marsh, and whose loss is deplored by him, are wanhope (literally loss of hope, now expressed by despair), wantrust (literally loss of trust, now expressed by distrust), fordo (to undo, destroy, etc.). He lauds the old words as much more beautiful than the newer ones, and says the writer who will restore them will confer a great benefit, particularly "upon our poetical dialect." But nothing more has been done in this way since he said it than what had been done before. Both then and now, and always, some writers do use some of the old words on occasion, especially when writing about the time when those words were really current. In this way a few words that have been long considered dead have been revived, but such revivals are comparatively rare. This seems to furnish a good ground for the present writer's conviction that the English-speaking people as a whole are averse to such procedure, and that Mr. Marsh's desideratum is whimsical, if not fallacious. And this conviction is accompanied by another — that most people are unable to find any more beauty in one word than in another when the two are perfectly synonymous, and are perfectly content with the use of the one that has supplanted the other — when one has once been discarded — without a trace of hesitation or doubt. In such a case the word that comes from one source is no worse and no better than one from another source, so long as one is actually in common use and the other is not.

In Anglo-Saxon, as has been said, appletree was one word, and the principle on which its unification was based was very commonly recognized, probably automatically, by giving similar form to almost all other words just like it. What we call remorse was then ayenbite (it would be now againbite, and is analogous to our backbite); a carpenter was a treewright (tree was used to mean wood); a disciple was a learning-knight; conscience was inwit. These compounds and thousands more were made just as others are to-day and have always been made; and, of course, there was and is reason for the compound form as much in one as in any other strictly analogous case. The principle is everlasting — not subject to change; where it is not shown in practice it is simply ignored, and those who ignore it are not as reasonable as those who recognize it. The lack of power of composition, as compared with the Anglo-Saxon power, is present only seemingly. Words are put together more or less arbitrarily now with the same freedom, if not with more, that was exercised by the Anglo-Saxons.

In one of our dictionaries we find angel fish and devilfish, lace making and ropemaking, and many other differences in form where any reason cogent in one case must be equally so in the other. This probably arises from a supposition by the editor that he was recording actual usage. We believe it could be proved that such variations are not established in usage, and that, even if they were, this would be a proper field in which to undo the establishment and institute a reform.

Written for THE INLAND PRINTER.

A LITTLE SHOP.

BY ERNEST HESSE.

Let but a little shop be mine —
A little shop where I can hear
One motor hum and see the shine
Of brand-new types, and watch my sign
Swing in the atmosphere.

Let but a little shop be mine —
A shop with inks as black as jet,
Inks yellow as the moonbeam's shine,
Inks greener than a creeping vine,
Inks whiter than Jeanette.

Let but a little shop be mine —
The firelight dancing o'er the floor;
My types, my press, my creaking sign,
A little booklet to design,
And I'll not ask for more.



"AVE MARIA."

French devotee at the shrine of Thomas à Becket.
Half-tone from crayon drawing by E. St. C. M., 1869.

Written for THE INLAND PRINTER.

HARMONY OF COLORS.

BY J. F. EARHART.

IN speaking of harmony of colors, it may be well for us to first get together upon the meaning of the word harmony. The Standard dictionary defines it thus: "Harmony — in art, a normal state of completeness and order in the relations of things to each other; an essential in form as an element of beauty; as the harmonies of nature; the harmony of a plan well thought out; the harmony of a ship's lines."

Webster says: "Harmony — the just adaptation of parts to each other, in any system of combination of things, or in things intended to form a connected whole; such an agreement between the different parts of a design or composition as to produce unity of effect; as the harmony of the universe."

A combination of colors may be agreeable or disagreeable to the refined eye. If the latter, then it is because of the physically hurtful effect upon the sensitive nerves in the retina of the eye; just as the trained ear is hurt by a harsh discord of sounds. There are some who can not see any difference between an agreeable and a disagreeable combination of colors. There are many who know nothing at all about the laws of color, yet whose eyes are so sensitive to light vibrations that they can readily distinguish between that which is agreeable and that which is hurtful to the eye, and they are thus enabled to quickly select combinations which are harmonious and to reject those which are not. This is especially true of many women in the matter of dress — their judgment being often without error. This is also true of some artists who have permitted feeling to dominate in their work, instead of arbitrarily forcing it to be merely a help to knowledge.

A harmony of color, then, is a combination of colors which produces a sensation of pleasure in the mind, through an agreeable physical effect, caused by different light vibrations.

In writing of harmonious combination of colors, it will then be necessary to have a reliable foundation upon which all rules pertaining to color harmony may be based. After careful consideration, we have finally decided that the best foundation for practical use is an arrangement of the colors of the solar spectrum into a circular diagram, including intermediate colors to the number of twenty, so that colors which are complementary will be located directly opposite to one another. The circular diagram herewith shows this arrangement of colors, and will be frequently referred to in the talk upon color harmony.

The inner circle of this diagram represents the theoretical spectrum, giving the six normal colors of the spectrum — *red, orange, yellow, green, blue* and *violet,* and, besides, fourteen interme-



Fig. 1.

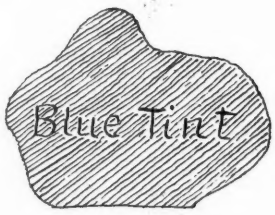


Fig. 2.

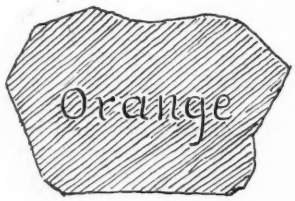


Fig. 3.

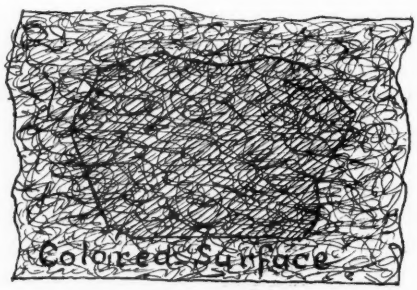
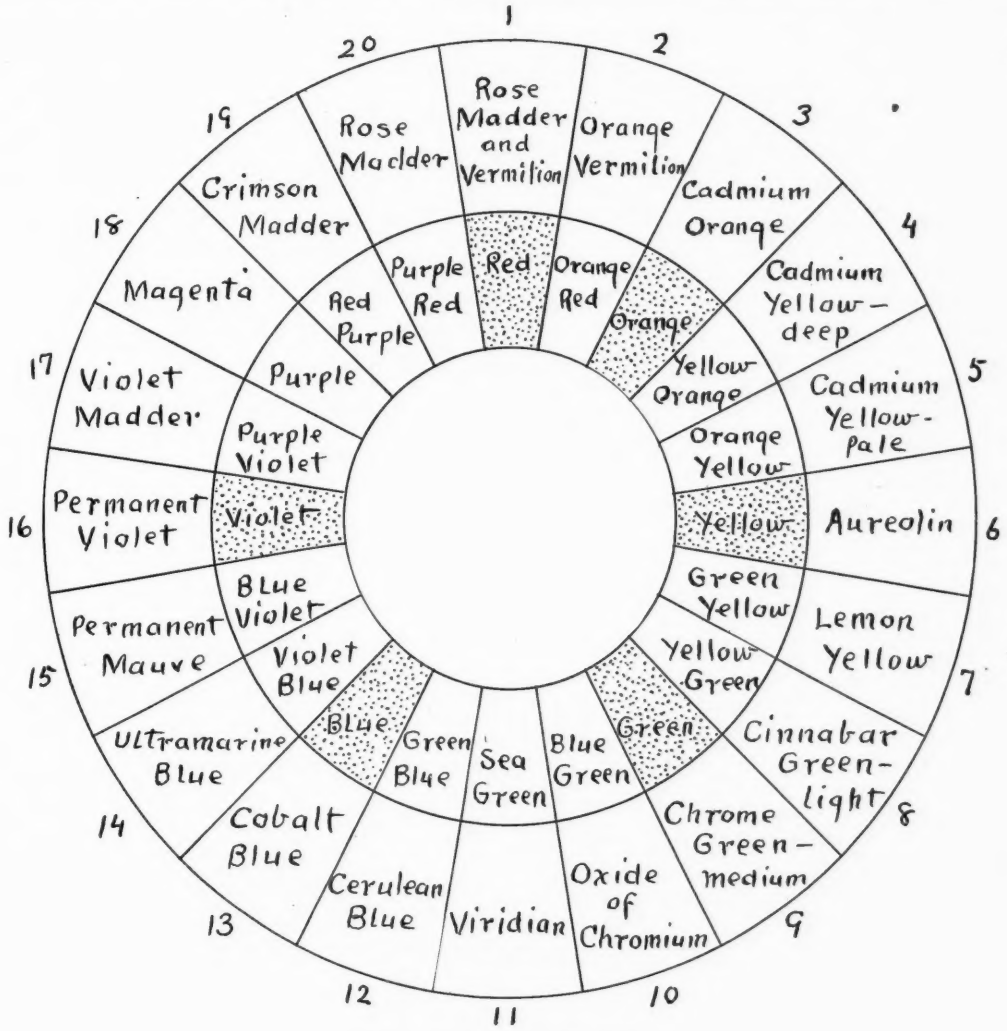


Fig. 4.

diate hues. The outer circle represents the practical or working spectrum, giving the names of well-known oil-pigments which most nearly represent the colors of the theoretical spectrum. The names have been selected from catalogues of oil-paints, because there is a greater uniformity between the names of colors adopted by the different makers of oil-paints for artists than exists between colors made by the different printing-ink makers. There are not so many fanciful and misleading names as are shown in the catalogues of the latter. For this reason, we have selected names which are generally known and recognized as being the standard. The colors that are opposite to one another are complementary, or nearly so; close enough, in any event, for all practical purposes. The colors are numbered along the outer rim of the circle, from 1 to 20, for convenient reference. A normal spectrum color is one of the six colors we have named; a hue is one of the normal colors of the spectrum, slightly changed by the addition of a neighboring color. For example: orange vermilion is a hue of red; magenta is also a hue of red. Viridian is a hue of green; cerulean blue is a hue of blue, etc.



PRACTICAL DIAGRAM OF THE SPECTRUM.

Practical Diagram of the Colors of the Solar Spectrum, representing the normal colors — Red, Orange, Yellow, Green, Blue and Violet, and fourteen intermediate hues, arranged so that colors which are complementary are located directly opposite to one another. The outer circle, or Practical Spectrum, is represented by the names of oil colors.

In speaking of complementary colors, it must be understood that, when the mixture of any two prismatic colors will produce white light, then they are said to be complementary. By white light is meant the light of the sun at mid-day. By prismatic colors is meant the different colors produced by the refraction of a ray of sunlight as

it passes through a three-sided piece of clear glass, called a prism. This prism simply divides the white light into the different elements of which it is composed, which we know as the colors of the spectrum. When two prisms are used separately, and the bands of colors produced by each prism are made to overlap upon a white surface, it will be found that where complementary colors overlap, the result will be a pure white. While this is true of prismatic colors, it is impossible to obtain white by the mixture of complementary colors in printing-inks or paints. In fact, by the mixture of complementary colors in pigments the result is just the opposite of white—a neutral color approximating deep gray or black.

The complement of any color can easily be obtained by looking very intently at the color selected for about one minute, and then suddenly shifting the vision to a white surface, upon which will be seen a pure tint of the complement of the color just looked upon. For example, if you look upon a spot of orange, as indicated by Fig. 1, for about one minute, and then suddenly look upon a white surface, you will see a delicate tint of blue (the complement of orange), the exact shape of the orange spot (see Fig. 2). Now, if you look upon an orange spot for one minute, and then suddenly look upon a colored surface of any kind, you will see the same shape as the orange spot upon the colored surface as indicated by Fig. 4. But the color of the spot will be changed by this same complementary blue tint we have described; that is, the spot will be changed by the addition of this blue tint, just the same as if a solid block, the shape of the orange spot, had been printed in a transparent blue tint upon the colored surface. If the colored surface is yellowish, then the spot will appear greenish, and if the colored surface is pink, then the spot will appear purplish. This complementary influence affects all colors, when placed in juxtaposition; or when they are looked at in quick succession, the smaller mass being always affected more than the greater mass or area, because the greater mass fills the eye more completely than the smaller.

The reader can easily prove whether two colors are complementary or not by the following simple experiment. Say we try the orange and blue that are given in the diagram: Place a spot of orange and a spot of blue upon white paper, as indicated, making a black dot in the center of each spot and also on the paper between the two. Allow the eyes to rest upon the black dot on the orange spot for a second, and then shift the vision to the black dot upon the blue spot for a second, and then back again to the orange spot, repeating this action a dozen times or more, and then, suddenly, allow the eyes to rest upon the black dot between the two colors. You will then see a spot of white, which is a mixture of the complements of these two colors upon the retina of the eye, which proves that they are complementary to one another. When this experiment is tried with any two colors which are not complementary, the result will always be a color instead of white. For example, say, we take orange and green, as indicated in the cut. Now, by applying the same test, we will find that the result will be a violet tint, because we mix upon the retina of the eye a blue tint (the complement of the orange) with a red-purple tint (the complement of green), which mixture of prismatic colors produces violet.

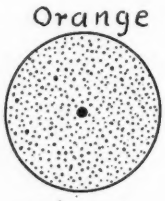


Fig. 5

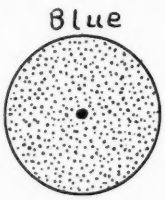


Fig. 6.

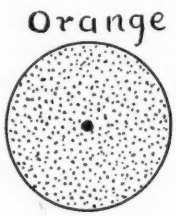


Fig. 7.

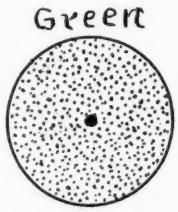


Fig. 8.



"The chief requisites for a courtier are a flexible conscience and an inflexible politeness."
Lady Blessington.

PHOTOGRAPHIC CHARACTER STUDY OF CHAS. B. WELLS.
By Wm. F. James, Chicago.

Written for THE INLAND PRINTER.

SCIENTIFIC COLOR IN PRACTICAL PRINTING.

NO. III.— BY E. C. ANDREWS.

WE have seen that black, white and three intermediates give us a choice of ten combinations of two values each. The plates in our preceding article in each case show the darker value surrounded by the lighter, but in certain designs the position of these values might be reversed and the darker used outside the lighter. This process of arrangement in mathematics is called permutation, and in the case above we have twenty possible permutations.*

If we take three values at a time, we have a choice of sixty permutations, or ten combinations. The possibilities of arrangement are shown in the following table:

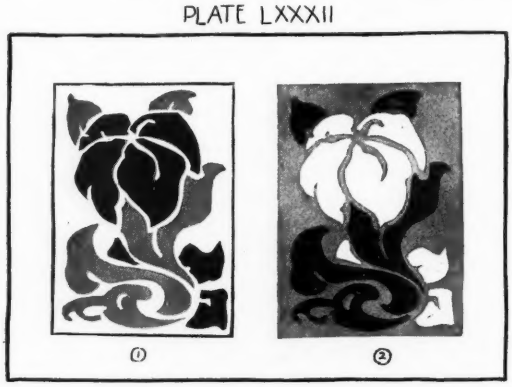
Five Values.	Taken	Permutations.	Combinations.
" "	Two at a time.	20	10
" "	Three " " "	60	10
" "	Four " " "	120	5
" "	Five " " "	120	1

I can imagine that many printers will see little sense in discussing permutations and combinations! But this training can be put to good use. Let us take a concrete example: A country printer has received from his engraver a set of two-color plates, with colors proofed on engraver's proof-paper. His customer likes the color-scheme on white paper, but selects a tinted cover-stock, and, when he sees the printer's proofs, he may not like the color-scheme at all. But the stock and ink are bought. What can the printer do but send them back? At the least, he can see if it is possible to reverse the colors — doing so is a permutation — and, by adding black or white, or both, it is a very easy matter to alter the values to suit the design in question. I have seen some very pleasing color-schemes run just the opposite of the original proof. Then, again, the printer familiar with the possibilities of arranging values is likely to get better harmony. Before seeking extremes he considers every arrangement of the more suitable values.

Handling three values at a time is a difficult task for the artist, to say nothing of the printer, but that arrangement or permutation does make a big difference is shown in Plate LXXXII. Notice in 1, the great contrast of black and white; the middle value of the leaves is lost sight of and we see only the flower. We realize that something is wrong, and, in seeking what it is, we do not sense the subject as a whole. In 2 middle value is used as a background, and, therefore, the contrasts between the background and the flower, and the background and the leaves are equal. Instantly, we grasp the idea and appreciate the beauty of the design.

It would be a waste of time to make experiments with sixty permutations, or even with ten combinations of three-value arrangements, as few of them would fit the requirements of the given design. If the printer can learn to use the ten

PLATE LXXXII



two-value combinations shown in Plates LXXVII and LXXX, on page 49 of the April INLAND PRINTER, he has accomplished much. One point about three-value combinations is well worth remembering, however. *Tones*, disregarding the question of their position, size or shape, *will balance if the contrasts which they make with the background are equal steps in the value scale.* In Plate LXXXII—2 we have a contrast of middle value with black and white. We might have used low light for the background, white for the flower and *dark* for the leaves, instead of black. This point is well illustrated by arranging the value scale horizontally, like a see-saw, with a movable fulcrum (Fig. 2).

From middle value (50) to white and black,

* NOTE 1.— We often used the word combination is a looser sense, but, strictly speaking, combinations of things are the different collections which may be formed from them without regard to the order in which they are placed. Permutations are the different orders in which things may be arranged.

To determine the total number of permutations of five values in any possible arrangement, it is only necessary to multiply $5\times4\times3\times2\times1=120$. For six values, begin at six and go dowa the same way. In the plates shown only two values were used at a time, so instead of multiplying by all of the natûral numbers from 5 down, you use the first two only; i. e., $5\times4=20$.

In getting the combinations of five values, taken two at a time, you divide the number of permutations by the product of the numbers from 1 to the number you use at a time:

$$\frac{5\times4=20}{1\times2=2}=10$$

If three values are taken at a time out of a choice of five values the number of permutations would be:

$$5\times4\times3=60$$

The total number of combinations:

$$\frac{5\times4\times3=60}{1\times2\times3=6}=10$$

This note is for those who have not had an opportunity to study algebra and are interested in solving such problems.

the distance is 50 either way. From low light (62½) to 100 or to 25 the distance is 37½; that is, by using dark as the lowest value you have cut off your scale (or plank, to continue the comparison) at 25, and, therefore, the fulcrum must be half way between 25 and 100, or at 62½.

In the future, I shall speak of Value in terms of numbers, instead of the Ross classification of white, high light, light, etc. The positions of his values are indicated in Fig. 2, and will serve to connect the two classifications.

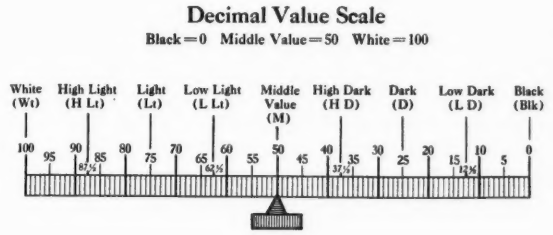


FIG. 2.

Applying the rule of equal contrasts already given, 40 and 60 will balance on 50 as a background; also, 30 and 70, 20 and 80, etc. If 60 is selected as the background, we have 70 and 50, 80 and 40, 75 and 45; in fact, with the decimal scale it is only necessary to add or subtract the same number from a given middle tone and use the tones indicated. Bear in mind, however, that analogies are in most instances the surest road to harmony, and tones ranging about middle value are to be preferred. However, variety must be gained, and in black and white the distance between the different values must be great enough to admit of our readily appreciating the design. In color we have variety in the colors themselves, and, assuming that the chromas (intensities) have been modulated so as not to disturb the balance, we can use colors of only slight differences of value or even all in one value.

The word "value" as we defined it, is relation with reference to light and shade, but in another sense it is used to refer to relative size. In composition analogy is also a sure way to get harmony. Type-faces in the same job should not present a scale such as shown in Fig. 3 A, but should be nearer alike, nearer middle value, and the variety gained by slight differences in size (Fig. 3 B). This, according to Mr. Henry Turner Bailey, editor of the *School Arts Book*, is one of the secrets of the distinctive and beautiful composition of Mr. D. B. Updike, of the Merrymount Press, Boston. It will pay any printer not familiar with Updike's work to possess a copy of some book on which he has left his imprint. In Whistler's paintings one notices the same treatment—instead of great contrasts, a very skilful use of colors in middle value.

We have defined middle value as a gray midway between white and black, but have spoken of middle value in colors without explanation. If you will refer again to the table of relative luminosities in the March number of THE INLAND PRINTER, you will notice that pale chrome yellow has a relative luminosity of 80.3, while pale emerald green shows only 48.6. Yellow is much higher than the green, because it reflects much more light, that is, it has a higher value. To bring yellow down to the value of green it is necessary to add black or to neutralize with other colors. It is obvious that color can not exist in the value of black or white, but we have the possibility of all colors in any of the other values. Let us select ten

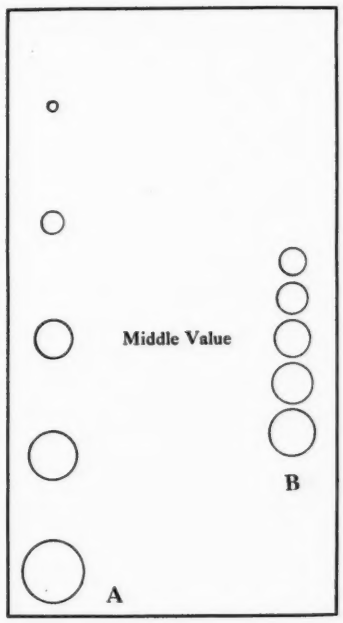


FIG. 3.

colors, instead of six or twelve, so that we can maintain our decimal system, and call them as follows:

Red Purple — R P
Red — R
Yellow Red — Y R*
Yellow — Y
Green Yellow — G Y
Green — G
Blue Green — B G
Blue — B
Purple Blue — P B
Purple — P.

* NOTE 2.— This intermediate between yellow and red is commonly called orange, but orange is a variable color. The Century Dictionary defines orange as a reddish-yellow color, of which orange is the type. Many of our color names are derived from fruits and flowers and convey different ideas to each individual. This point, as well as the exact sequence of colors, will be taken up in a later article.

The following diagram illustrates color value on the even steps of 10, 20, 30, etc. Of course, color values occur on every step between.

DIAGRAM OF POSSIBLE COLOR VALUES.

100	(White)								(White)		100
90	RP	R	YR	Y	GY	G	BG	B	PB	P	90
80	RP	R	YR	Y	GY	G	BG	B	PB	P	80
70	RP	R	YR	Y	GY	G	BG	B	PB	P	70
60	RP	R	YR	Y	GY	G	BG	B	PB	P	60
50	RP	R	YR	Y	GY	G	BG	B	PB	P	50
40	RP	R	YR	Y	GY	G	BG	B	PB	P	40
30	RP	R	YR	Y	GY	G	BG	B	PB	P	30
20	RP	R	YR	Y	GY	G	BG	B	PB	P	20
10	RP	R	YR	Y	GY	G	BG	B	PB	P	10
0	(Black)								(Black)		0

TABLE 1.

Most of us think of the brightest hues possible when we call to mind red, green, blue, etc.; that is to say, we remember these colors in their highest chromas. Each of the five or six more familiar colors reaches its highest chroma in a different value. Yellow occurs nearest white between 80 and 90; green, around 50; red, around 40; blue, about 30, and purple, about 20. Until we have discussed hue, and defined just what we mean by yellow, for example, we can not possibly think of the same yellow, and, therefore, can not locate yellow exactly. Munsell's yellow does occur at 80, but by comparison most of us would say it was certainly not a lemon yellow, and it might strike us as being too much on the orange hue. The maxima, highest chroma, of the Denman Ross classification, described as twelve colors of full intensity and normal value occur as follows (See Fig. 1, April issue of THE INLAND PRINTER): Yellow, high light; yellow-orange and yellow-green, light; orange and green, low light, etc.

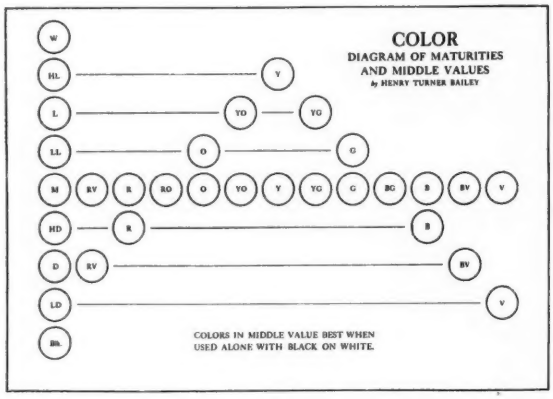


FIG. 4.

Translating these terms to our decimal scale, we have a rough comparison of values as follows:

Yellow	87½
Yellow-orange, Yellow-green	75
Orange, Green	62½
Red-orange, Blue-green	50
Red, Blue	37½
Red-violet, Blue-violet	25
Violet	12½

You will notice that Ross uses the term violet instead of purple, and uses twelve steps instead of ten. Purple is a better pigment name than violet, and ten steps are better than twelve, when we come to the consideration of the relation of complementary colors, but the point we are now discussing is value. Mr. Bailey has indicated in Fig. 4 the relative values at which Ross's twelve colors reach their maxima or highest chroma. Yellow is at the top and extending down in a slanting line on the left is YO, O, RO, R, RV. On the right the values descent through YG, G, BG, B, BV and V. The horizontal part of the scale indicates how every one of the twelve colors can be raised or lowered to middle value. You will notice that two colors cross middle value at their full intensity, namely, red-orange and blue-green.

(To be continued.)

SPEAKING OF COFFEE—

Miss Goldsmith, of Duluth, gave a coffee demonstration several days this week at Carlstrom's store, which attracted the attention of a large number of the ladies throughout the city. Miss Goldsmith served samples of the ——* brand of coffee and also of the —— brand, and informed her guests that the credit due for the excellent cup of coffee served was entirely due to the excellency of the coffee and not to the percolator or herself. Miss Goldsmith certainly understands her line, and her demonstration of the —— and —— brands of coffee was appreciated by all callers at the store.— *Mellen (Wis.) Weekly.*

* Name omitted through gross carelessness.

— *Line-o'-Type, Chicago Tribune.*

IT IS UP TO PERKINS.

The launching of a weekly paper at Halabud, South Dakota, a small town presenting a doubtful field, elicited from the editor of a Highmore (S. D.) paper the following remarks: "Now, if Editor Perkins can work like a horse, set type like a Mergenthaler, hustle news like the wind, sing in the choir and take care of the babies, lead prayer-meeting when necessary, swear without being heard, saw wood, rush the can week days, get money like the sugar trust, live like a Chinaman, pacify the coal man, pay for his ready-prints, keep pace with the devil, all on $1.75 a week, he is the man of the hour and can have our support for coroner any old time."

Written for THE INLAND PRINTER.

TOO MANY ARTIST PRINTERS SPOIL THE PIE.

BY GEORGE V. OREMUS.

THAT the printing industry is undergoing some of the most important developments in the history of the trades in this country can not be denied, and it can be forecasted with a degree of certainty that the future will bring still greater strides toward accomplishing the problem of trade education or technical instruction, as applied to the printer and printing in general.

It is a recognized fact that employing printers everywhere are crying for more competent workmen, and one has but to observe some of our craftsmen in the execution of their daily tasks in the way of artistic effort, or to take up some of the beautiful (?) samples of the art of all arts which so abundantly abound on every hand and study up their construction, to arrive at a thorough understanding and to fully appreciate the gravity of the situation. In our various trade magazines the subject is undergoing a thorough sifting, and our trade organizations are taking action toward establishing schools for the education of the printer. Indeed, has not the I. T. U. course been the outcome of continued agitation along this line? Now comes forth the International Printing Pressmen's Union in an endeavor to find some solution of the problem as applied to that particular branch of the printing industry, and will no doubt establish some system tending to the higher education of the apprentice and the pressman.

Look further into the subject and you can readily ascertain the reason employers wail over the lack of competent workmen. It would seem that, while we are truly advancing along some lines, the result does not stand out very conspicuous, while in the education of the apprentice the employers lay the foundation for the very trouble they are complaining of, by reason of the lack of proper training the apprentice receives, and in applying a remedy they start at the wrong end of the trouble and aggravate the situation.

What inducements are held out to the ambitious young apprentices to-day? None to consider worth mentioning, and if the printers themselves would take a little less trouble figuring on the cost of production, and use their brains a little in the right direction, they could be of considerable service to themselves. And further, why not educate our apprentices and teach them the rudiments of the business in a workmanlike manner, thereby laying the foundation of the future by carefully building upon the present? The printers raise a howl about the incompetency and deficiency in general among their workmen, and what are they doing toward encouraging the betterment of conditions in this respect? Many have men in their employ, who, if given the proper encouragement and the opportunity, would develop into splendid craftsmen, or at least enhance their value to the house.

Again, the printer allows his plant to run down to a very low standard by refusing to honor requisitions for new material, and then, when his men can not possibly produce nicely printed things with the battered old junk they are compelled to work with, the chances are ten to one they will be dubbed as degenerated printers, and the office will begin to wonder why it is that the high standard the shop was once noted for in the production of quality printing is going to pieces, and also wonder why a great many of the firm's very best customers are taking their work to the printer in the little brick building across the street.

In summing up the situation, the printer can not see how it all has come about. His men, heretofore contented, are falling out one after another, and it is getting harder all the time to get good men, who do not linger too long over the flowing bowl; also his head pressman is drinking and threatens to leave the house at any time, and with him goes the best feeder in the town. What is to be done with such obstacles staring the printer in the face?

Here is what he generally does, after reading a current issue of his favorite trade paper: Gets in touch with one of these later-day creations known as an "artist printer," in the hope that the importing of this wise "gazabo" will put things on their feet, and, while the salary is really pretty fancy, he hopes for the complete revolution of the business under so trained a specialist. (Two weeks elapse.)

The new foreman-specialist arrives from the general delivery — he does not carry a permanent address — and proceeds to take charge of the mechanical affairs of the print-shop, amid the stares and doubtful nods of the mechanical forces. Isn't this the way it generally works out, Mr. Printer?

Now, it goes without saying that the new foreman has had considerable experience and training in the best shops in the country, some of them the largest and most noted for their exceptional product, so, of course, he must be an exceptionally fine job compositor, as well as an excellent workman in every particular, for did he not send the old man a letter of two thousand words, voicing his ability to make good?

The other printers in the shop can learn considerable in the way of twentieth-century composi-

tion by carefully working along the line of his theory and instructions — possibly.

While we must admit that the specialist has come to stay, and likewise has the old familiar all-around man gradually and surely lost ground, yet we can not help but feel interested in the promised revelations to be unfolded before our very eyes by this new mysterious being from the large city of subways, etc. We have had a little matter of some years and years in the busy marts of printing experience ourselves, and blushingly admit that we have been devil and so on up the rung, and, by hard and faithful study, have even been termed real good printers ourselves, and are of the stamp that do not believe that the printing business, or art might be the better word, is degenerating, not on your life. But this is getting away from the subject we were discussing. To resume.

The artist, of course, does not take the matter of conditions into consideration, and, even if he did, probably would not consider such a little matter as that worth his time and attention, at least not just at this time. He surveys the layout of the plant, and immediately decides that it is extremely faulty to his lofty ideas, and proceeds to rearrange cabinets, stands, imposing-stones, etc., to better facilitate his methods of revolution; in fact, were the machinery not so cumbersome, it, too, might have to desert the nice oily spots it so long has occupied, as in his opinion the presses were not placed just right as to light, heat and so on. This moving about necessarily takes up some time, but is only a part of the evolution, and, of course, an air of lofty superiority and wisdom always accompanies these operations, and it is useless to offer any explanation as to why this piece was placed here and that stone there, as it must be changed, being wrongly placed in the beginning — so he says.

However, the business goes on, and in the course of events the great things expected of this wiseacre have proved a fizzle, in that he has failed to show any advantage in his various changes of arrangements, and it is actually amusing to sensible, practical men to notice how confused this artist is in the event of a few rush jobs being brought in in quick succession, and it is also noticeable that fully half of his time is spent in talking authoritatively and giving a lot of useless instructions as to this and that, when his time could be more profitably employed. Again, this artist finds that working conditions are not exactly the same as in the last place he occupied, and that the runs are shorter on an average by some thousands, and that he can not keep up very well, and the presses are nearly always down. He is receiving forms back one after another from the pressroom, some loose, others come in a basket, while still more have to be run over on account of pulled letters. Invariably, the forms have to be taken off and planed down properly, especially the job-press forms, and, bear in mind, the artist does all the stonework.

To cap the climax, the old man finds the looks of the time-slips not encouraging; that it is taking a lot more time than formerly to run off a certain job, and nearly all slips show a corresponding increase in the alterations column; that arguments are beginning to be of frequent occurrence between the head of the pressroom and this so-called artist, as he is endeavoring to tell the pressman how to run his machinery, which is out of his jurisdiction for several reasons, as he has not yet demonstrated his ability to properly conduct the composing-room, let alone the superintending of complicated machinery.

He has made good in one particular only, and that is in buncoing the boss by the use of "hot air," and the old man seems foolish enough to take it all, being blind to conditions in the workshop itself, although the time-slips must show where the lost time comes from, and its cause, together with its effect. But the time will come soon when the old man will take some action, and the artist will again change his address to that of some little remote village where his services will be more fully appreciated, and, anyway, isn't this where all these wise ones generally wind up at, and where you invariably find them, in the ad.-alley of the local paper? The reason is obvious.

As to the shop, it is still doing business at the old stand, and the boss is an ardent and enthusiastic booster for trade education, not the kind which thrives with the peddling of "hot air," but the practical education which enables the printer to adapt himself to the conditions existing, and acquit himself creditably when called upon to master a difficult piece of composition, or be able to make up a sixteen-page form without spending half the day on it, and then getting it wrong.

All these things count in the composing-room, as well as having a direct effect on the pressroom; so it seems that, while the specialist is all right in his place, what the printing business needs to-day is competent workmen, men who possess common sense above all things, and not "hot-air merchants," who prey on the employing printers, and are not worth what you are paying your bindery girl. Think it over.

FORREST WARREN, police judge of Atchison, Kansas, is also the editor of the Atchison *Champion*. Recently it fell to the lot of the editor to fine his employer, who is also owner of the *Champion*, $10, on the charge of obstructing the sidewalk.

Written for THE INLAND PRINTER.

THAT POSTAL DEFICIT AGAIN.

BY C. C. M.

THE furor produced by the proposal to increase postal rates on second-class matter has resulted in the question being shelved for this session of Congress. But it will come to the fore again and again, till it is settled right. From the standpoint of citizens and printers there is but one basis of settlement, and that is on the original plan of the United States and all other postoffice departments — that it shall be used for the dissemination of knowledge. Our people should keep this concept in mind and give it wide currency. It is the easily understood and patriotic position to take. The postoffice should serve the people, and if there be loss or gain arising therefrom, it would be regarded as an incident of progress. From their earliest history postoffice departments have profited every time the rates have been lowered or their functions extended.

The authorities have assailed our ears with shouts of losses due to second-class matter. If that were true, our department has had an experience on this rate different from its own experience on other rates and from the experience of almost every other department. There are reasons for believing that the officials are in error in making such a deduction.

G. W. Wilder, of the Periodical Publishers' Association, performed a distinct public service when he thoroughly investigated this phase of the subject and presented his analysis to the Committee on Postoffices and Post Roads. Mr. Wilder found that —

"In the year 1870 there was a deficit in the operations of the United States Postoffice Department of 21.4 per cent of its business. In those days there was no pound rate.

"In 1879 there was passed the act that put second-class matter on a pound-payment basis. An immediate increase in circulation of periodicals began.

"In 1880 there was a deficit in the Postoffice operations of only 9.6 per cent.

"In 1885 the law was passed that made the rate for second-class matter 1 cent a pound, which still further increased second-class mail. It trebled in the ten years preceding 1890.

"In 1890 the deficit in the operations of the Postoffice Department was 8.8 per cent of its business.

"The next decade brought a much larger increase in second-class matter than any previous ten years — from 174,053,910 pounds in 1890 to 382,538,999 pounds in 1900.

"The deficit in the Postoffice operations in the year 1900 was 5.2 per cent. . . . In the prosperous years following 1900, the increase of second-class matter was stupendous, from 382,538,999 pounds in 1900 to 488,246,903 pounds in 1902, only two years."

Had it not been for the expense incurred on account of rural free delivery there would have been a surplus of nearly $1,000,000 in 1902, the year in which there was a stupendous increase in second-class mail, owing to the development of cheap magazines and the popularity of clubbing arrangements.

In 1908 the department with a great noise announced that it was on the trail of the second-rate pirates, and had protected the public to the extent of cutting out eighteen million pounds of alleged deficit-creating product. This act was applauded at banquets and lauded in the press as the last word in postoffice statesmanship. But it appears to have been a mistake, for when the books were balanced for that year, the largest deficit in the department's history loomed up.

Those in favor of a limited service by the Postoffice continuously speak of the second-class rates as subsidies to publishers, which betrays ignorance of Postoffice history. Those who have memories that reach back thirty years can recall that the subscriber paid the postage as he received his mail. In 1879 a rate of 2 cents a pound was established, and the public demanded that postage be paid by the publisher, which was the more businesslike method. Since that time readers have been relieved of the payment of postage, and synchronizing with that — an incident of various causes — the cost of their printed pabulum has been greatly reduced. Thus it comes that it is the publishers and not the officials who are protecting the interest of the great army of readers and advertisers.

It is well to keep these points in mind, for the question is likely to be an oft-recurring one — to bob up periodically till the Postoffice Department realizes that if it wants to overcome deficits or losses it must work harder — put on more steam — and expand, just as any business house does when it finds itself in the doldrums. Commercial concerns do not progress by limiting their output, but by improving or increasing it. Not being in any way responsible, there is no reason why printers and publishers should be made to suffer for wrongheadedness or mistakes on the part of officials, but, if they would escape that penalty, they must be alert to protect their interests, and the measures of protection coincide with good public policy.



THE OLD-TIME PRESSMAN — "THE BIG JOB OF THE YEAR."

Drawn by John T. Nolf, ex-printer.

The Inland Printer

A. H. McQUILKIN, EDITOR.

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SUBSCRIPTION RATES.

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When Subscriptions Expire, the magazine is discontinued unless a renewal is received previous to the publication of the following issue. Subscribers will avoid any delay in the receipt of the first copy of their renewal by remitting promptly.

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IMPORTANT.— Foreign money orders received in the United States do not bear the name of the sender. Foreign subscribers should be careful to send letters of advice at same time remittance is sent, to insure proper credit.

Single copies may be obtained from all news-dealers and typefounders throughout the United States and Canada, and subscriptions may be made through the same agencies.

Patrons will confer a favor by sending us the names of responsible news-dealers who do not keep it on sale.

ADVERTISING RATES

Furnished on application. The value of THE INLAND PRINTER as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to honestly fulfill the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

THE INLAND PRINTER reserves the right to reject any advertisement for cause.

FOREIGN AGENTS.

W. H. BEERS, 40 St. John street, London, E. C., England.
JOHN HADDON & Co., Bouverie House, Salisbury square, Fleet street, London, E. C., England.
RAITHBY, LAWRENCE & Co. (Limited), De Montfort Press, Leicester, England.
RAITHBY, LAWRENCE & Co. (Limited), Thanet House, 231 Strand, London, W. C., England.
PENROSE & Co., 109 Farringdon Road, London, E. C., England.
WM. DAWSON & SONS, Cannon House, Breams buildings, London, E. C., England.
ALEX. COWAN & SONS (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia.
ALEX. COWAN & SONS (Limited), Wellington, New Zealand.
F. T. WIMBLE & Co., 87 Clarence street, Sydney, N. S. W.
G. HEDELER, Nürnbergerstrasse 18, Leipsic, Germany.
H. CALMELS, 150 Boulevard du Montparnasse, Paris, France.
JOHN DICKINSON & Co. (Limited), Capetown and Johannesburg, South Africa.
A. OUDSHOORN, 179 rue de Paris, Charenton, France.
JEAN VAN OVERSTRAETEN, 3 rue Villa Hermosa, Brussels, Belgium.

EDITORIAL NOTES.

THE business-card contest, in our job-composition department, strikes a new high note. Since THE INLAND PRINTER inaugurated these contests, none conducted by our contemporaries or ourselves has achieved anything like the interest this one has aroused. Nearly one thousand specimens were entered by the contestants. There can be no doubt about the educational effect of a competition of this character. It also demonstrates that ambition is not lacking among the men at the case. The contestants did the work in their spare time, and, in some instances, purchased stock, which displays sporting blood, but more especially an eagerness to excel at their vocation. The winners get their prizes, many of the more meritorious cards are reproduced, and, while THE INLAND PRINTER regrets that circumstances prevents its giving rewards to all contestants, it congratulates them on being participants in the largest contest of the kind ever held.

AFTER a lapse of four years our British friends will this month hold an "international printing, stationery and allied-trades exhibition." No person has had the temerity to advocate a similar exposition here, and recently the popularity of such displays has been on the wane in Great Britain. This probably is due to the fact that men do not buy costly machinery on the showing made in an environment carefully and expensively fitted for the purpose of displaying the appliance to the best advantage. The purchaser wants to know how it will fit in his establishment and how his employees — rather than specially drilled experts — will handle it. The promoters of the British exhibition — among whom is the veteran Robert Hilton — are hopeful, because the country is recovering from an unprecedented depression, and indications point to unusual activity in the near future. The venture is under a confidence-inspiring and capable directorate, and if there be a real place for such an exhibition this one should be a success.

ELSEWHERE we print an address by Mr. Francis, president of the Printers' League of America. It is a plea for peace, in which the writer attributes the unrest in the industrial world to selfishness dominated by the one thought, "Get!" If circumstances permit the employee to dictate terms, he will sweep away the employer's competency, and, where conditions are reversed, the employer is equally ruthless, thinks Mr. Francis. In his opinion this is a caricature on our boasted civilization, and he gropes for and sug-

gests a remedy. This is trite; we have heard it before, many times, but usually from the mouths of reformers or so-called "cranks." Possibly, Mr. Francis may be considered a crank by reactionaries, but he is a successful business man, and the significance of the utterance we print is that it comes from one who knows what it is to provide for the pay-roll and more than make both ends meet. When men of this caliber give to the world such advice, it is a sure sign that the leaven of the expected new order is working. Mr. Francis does not stand alone among graphic-arts employers in taking the position that there should be a steady advance toward a greater and more just system of coöperation. This is a healthy sign, for it presages the development of a safety-valve that will prevent the cataclysm some seem to desire and many more are fond of predicting.

SOME years ago an article appeared in this magazine making an appeal for some sort of technical education for compositors. The writer of it contributed his quota to the agitation for his ideal, and meantime rose to the foremanship of an office in a larger city than he hailed from when he first advocated trade education. The I. T. U. Course of Instruction in Printing came along, and, for the first time in his life, this man became an active union worker. He was appointed on a committee, and proceeded to induce young men and old men to take the course. In other ways he sought to arouse an interest in the technical development of craftsmen. For more than a year he had made missionary work of this sort his avocation, finding in it relaxation and enjoyment. His employers called him to the office recently and discharged him for being too active in union work. As the victim is a climber, the discharge will not likely greatly inconvenience him, but the one interesting feature of the affair is that in the twentieth century an employing printer should advance such a reason for a discharge.

The Sympathetic Strike.

Many newspapers throughout the country have taken occasion to commend the typographical union of Philadelphia for its action in refusing to take part in the sympathetic strike now in operation in that city. We see no particular reason for either fulmination or commendation. The Philadelphia printers were bound by written contract. Their refusal to violate the contract scarcely could be called an especial performance of duty. Rather, it was a refusal to stoop to business indecency. Possibly, with the rottenness which has permeated the political and, to some extent, the business life in most municipalities, credit should be given even for an honest smile, but to the great mass of ordinary business men and workingmen of America the union printers of Philadelphia merely refrained from rendering themselves dishonest and unworthy of the respect necessary to a continuation of business relations with their employers.

It is true, the circumstances and excitement surrounding the street-car strike in the Quaker City may have had a tendency to stampede men into taking action which in saner moments they would have spurned. Nevertheless, honor and a sense of justice are not conditional where these elements inherently permeate character. Excuses can not be offered for the subversion of honor and justice in any circumstances. Union printers would not be loth to cry out against employers who might offer such excuses as a reason for violation of contract. And the printers' refusal to injure a friendly employer, with whom they had a contract, at the behest of fellow workingmen who were engaged in a struggle with a public utility corporation, is simply what ought to be expected from good, level-headed American citizens.

The Foreman.

The printing trade year by year grows more complex with the introduction of new methods, and foremanships and superintendencies are among the most difficult positions in the trade to occupy. There is the handling of labor of various degrees of intelligence — from the stolid porter to the "artist" who always has his temperament on parade — and the constant pressure to keep down the cost of production in the face of a rising market. The superintendent is rarely endowed with the power to have his own way. He may possess ability, but he is subject too often to the unreasoning, perhaps whimsical, veto of the "old man," who is slow to realize the full meaning of the change wrought in methods of production since he was in active command. The increased number of employees makes it increasingly difficult for the superintendent or foreman to infuse employees with his enthusiasm. His one way to success is to forget himself and his personal welfare, in the effort to advance the interests of "the house." Often he loses much of his individuality in his efforts to advance the interests of the institution that is always in his mind's eye, be he working or sleeping.

There are the hundred and one things everybody sees to perplex and annoy, and these are a part of the day's work to the busy executive. Rarely do these vex and exasperate him so that he loses his *savoir-faire* when dealing with a crotchety customer, who is handed over to the

superintendent when the impressive highbrows, diplomats and hot-air merchants of the establishment have failed to appease his wrath. What tries the soul of a superintendent is to be alone in his enthusiasm — to be full of life and energy, eager to make things hum, in a sea of indifference. From the sometimes-alert apprentice to the "old man" no one seems interested in the success of the concern. Those who control the money-chest possibly have been infected by the economy microbe, and it takes the pulling power of a Niagara to secure an O. K. on a requisition for necessary supplies. The employees are affected by the parsimonious policy and listlessly perform their duties. Hemmed in on all sides by this indifference, the superintendent or foreman knows he must make progress. If there is a slump, he will be blamed in the front office for allowing the plant to run down, and accused of having "lost his grip" as a handler of men, because production has fallen off in quantity or quality. In his capacities of buffer between employer and patron, or between employer and employee, and general burden-bearer of the concern, the superintendent's position is not a sinecure.

The value to the printing trade of capable men of this character is generally underestimated. The very patience and loyalty of the class have been partly responsible for this failure to appreciate superintendents and foremen. In Great Britain they have for long been foregathering at meetings, and their deliberations have been among the most valuable contributions to the craft literature of their country. The movement among Eastern superintendents to organize has been pleasantly received, and there are many reasons which argue for an extension of the idea.

Decent Treatment of Employees Is Good Business.

A flurry of excitement always accompanies a change in shop regulations that closely affect the producers. As a rule, notices of the changes are posted without a mollifying explanatory word; for lack of this, wild rumors and absurd conclusions disturb the even tenor of the men's discourse and thought.

Numerous are the complaints of dissatisfaction when cost systems are introduced. The attitude of men differs in different offices, but this is due largely to the manner in which they are treated. To hand out a new and somewhat complex time-ticket, with meager instructions, is neither good business nor good manners. The employees are unable to act intelligently if they are not informed as to the ultimate object of the change. If there were no other reason, this policy should be abandoned, because it is a brain-wasting policy. It is a part of and perpetuates the planlessness and confusion which cost systems are designed to obviate. In addition, it overlooks the human element that is so important in dealing with employees. Bruskness begets resentment, which breeds distrust and suspicion. So the new order is the cause of wasteful and irritating discussion, producing a feeling of hostility — sometimes unconscious — that prevents even the willing-minded from understanding it thoroughly.

We have talked on this subject before, and as putting a theory in practice is better than preaching about it, it is with great pleasure we give publicity to the action of W. P. Jobson, president of the Jobson Printing & Manufacturing Company, of Louisville, Kentucky. Here is a gentleman with imagination and the courage to give it voice. He is putting in a cost system. He knows that without the coöperation of his employees the ascertainment of costs is going to be a very annoying and difficult problem, if it escapes being made a farce. So, Mr. Jobson asked himself, "If I were working out there in the shop, what would I want to know about this new idea?" And he answered his question by sending a circular to each employee, in which he said:

"In introducing the new system of time-tickets, I want you to understand that this is not done with a view of checking your time, *only* in so far as it relates to the cost of turning out each job. What we are trying to do is to determine just what it costs per hour to do all classes of work in the shop, so that the office will know when estimating on *any job* what it ought to cost, so that we may charge the customer the *right price*, making a profit for the company, after paying wages and all expenses of running the business. This movement is universal among employing printers, who recognize that the business is in a bad way, owing to the fact that owners of printing-offices do not know what it costs them to do business, and that no two concerns bid alike for the same job, thus unsettling the customer and bringing the business into bad repute as a legitimate industry.

"All I ask of you is your best endeavor to get out the work as quickly as possible, consistent with good product, and an honest accounting of time, so we may have accurate cost of production to base our figures on when estimating or quoting figures to our customers. If this is carried out intelligently it will be of great *benefit* to all persons interested in the business, whether employer or employee, as it will elevate the business to a legitimate, fixed position, such as other manufacturing industries occupy when it comes to selling their product."

Written for THE INLAND PRINTER.

EFFICIENCY IN THE PRESSROOM.

BY J. F. NISBET.

RECENTLY, I have had occasion to correspond with several hundred printers from different parts of the country on the subject of electric motors. From the replies received, I am led to believe that this subject is one that has not been given proper attention. I do not mean by this that printers should familiarize themselves with the design of the various motors on the market — as this would be impossible to accomplish — but I do think that all printers who use electric power should at least know some of the advantages of electric drive and how to apply it.

Printers conducting a fairly large establishment are less liable to trouble than their smaller brethren, due to the fact that their electrical equipment is usually purchased from some reputable motor manufacturing company, which understands the requirements and makes suitable recommendations.

The small printer using, perhaps, one or two motors is not so fortunate. His equipment is generally purchased and installed by some local jobber, who may be an excellent wire man, yet often has not the requisite knowledge as to the power required to drive a given press. It is evident that a motor too small for the intended duty will give trouble from the outset, and the repair bills that the printer will be called upon to pay will give him a false idea of the economy of electric drive.

On the other hand, a motor that is too large for the intended duty will develop trouble in another way. Every motor is designed to develop a certain horse-power, which is known as the full-load rating of the machine. The most power for the least money is produced by a motor operating as nearly as possible at its full rated load. That is to say, a press which requires two-horse-power to run should be driven by a two-horse-power motor, as the motor would then be operating at its maximum efficiency.

Many printers are prone to believe that, if a press requires two-horse-power to run it, a three-horse-power motor, if they should happen to have such a thing, or if they can get a secondhand one cheaply, would answer equally well. This is a mistake. A three-horse-power motor developing only two horse-power for driving this press would cost more in proportion for power than would a two-horse-power motor.

The difference in cost can be calculated from the relative efficiency of the two machines at different loads. I know of one printer who is driving a 10 by 15 job press with a one-horse-power motor, whereas, a ¼-horse-power motor would be of ample size. This man in consequence is losing 17 cents on every dollar for power. He stated that he was using this motor because he had bought it for a mere song from another printer in his town. He had no idea that this motor was eating up the difference in costs at the rate of 17 cents on the dollar.

Aside from the proper-size motor required, the next most important considerations are speed and control. The speed of the motor is determined by the number of impressions per hour required, and the revolutions per minute of the driving shaft.

Any motor manufacturing company can figure out the proper motor speed when it has these data, and in addition knows the size of the press pulley. This latter is important, as it is a determining factor in the selection of the motor pulley.

The question of control is rather more complicated. The first thing to determine is the maximum and minimum speed at which the press is to be operated, and if the motor needs to be reversible.

Any motor manufacturing company can determine what controller to use if it has been advised on these points. Many companies, however, make a specialty of this business, and have all the necessary data in their files. In this case, it is only necessary to state the make and size of press that has to be driven, and they can furnish all necessary information.

With direct-current equipment practically any range of speed can be obtained. Variation of speed is usually obtained by what is known as combined armature resistance and field control. Armature resistance regulation consists of inserting a resistance in series with the armature of the motor, which decreases the speed. In this case the power is absorbed by heating the resistance in the controller. Field control consists of inserting resistance into the field of the motor, which weakens the field and increases the speed of the motor.

Due to the greater flexibility of a direct-current motor, this system is undoubtedly the best for printing-press work. As a matter of fact, many printers located in towns where only alternating current is available have installed a motor generating set for converting the alternating into direct current, using direct-current motors only.

Other printers who, on account of the size of their plant, are not warranted in going to this expense, are using variable speed alternating-current motors with more or less success.

I know of several who are perfectly satisfied with results, and again of others who would welcome a direct-current installation.

The installation of motors is more or less a question of convenience and saving in floor-space. An experienced man will install a motor under the press, where it takes up no floor-space, and improves the appearance of the pressroom.

A rather important matter that should be taken into consideration is when and how to employ an idler-pulley. Generally speaking, when the distance between pulley centers is great or when it is desired to increase the arc of contact on the belt, an idler-pulley should be used. This is often a part of the motor, and can be ordered with the rest of the equipment.

Many printers, in order to save expense, have installed one motor of sufficient size to drive all their machines through a lineshaft and countershafts, and I have received numerous inquiries as to whether it would be cheaper to install individual motors on each machine or to use one common motor.

There can hardly be any question about this. The individual-motor drive will certainly be cheaper in the long run, and more satisfactory in every way. When all the machines are required to run at the same time, the aggregate horsepower required with individual motors would be less than that of one motor. It must be remembered that from forty to fifty per cent of the total power is wasted in driving the lineshafts.

If only one motor is employed to drive all the machines, a breakdown of this motor would shut down the entire plant. With individual-motor drive, a breakdown of any particular motor only puts one press out of commission.

A point not often considered by printers may be called "operating conditions." By this I mean the light obstruction caused by overhead shafting and belts — the dust and dirt produced by moving belts and the dripping oil from the lineshaft bearings. All these features combine to produce a dirty, noisy and unhealthy pressroom. With individual-motor drive each one of these objectionable features is eliminated.

Perhaps the greatest point in favor of individual drive is the complete control that any operator has over his own press. He can start and stop at will, without considering any other machine. Of course, he can do this on a lineshaft drive, if a tight and loose pulley are employed; but there is the great disadvantage of a moving belt connected to the lineshaft, which, more often than not, is in his way. In any event, he has not the complete control of speed that can be obtained with the individual-motor equipment and controller.

Written for THE INLAND PRINTER.

THE DEAD STOCK INVOICE.

BY ZENO W. PUTNAM.

THE annual stock invoice is incomplete and its mission only half served if it does not include a listing of the dead stock accumulated during the previous year, dead sorts, dead accounts, dead policies, dead methods and dead-heads in general. The dead account that has been dragging along from month to month, without any special hope of ever becoming an available asset is really a liability, a continuous expense. Better get rid of it in some way, even though it does reduce the total of our nominal resources. We have let it deceive us long enough. If circumstances do not justify pressing it for collection or a compromise settlement, better file it away among its fellow corpses, where it can be found if some unexpected sign of life ever justifies refinding it, but where it will be alike out of the way and out of our accounts unless it should be really needed.

The dead advertisement has already cost several times the price of a new one. Cut it out. This does not mean merely the copy that has worn itself, through long use, shiny at the knees, but the kind that was always dead; the stock cut that means nothing and that never did mean anything except some far-fetched comparison; the stilted generality that neither inspires a wish for better printing and stationery nor suggests where to get it; the big-type heading that advertises nothing, but costs a good deal. Kill the whole of it and get out brand-new copy that is not only alive but bristling with inspiration; something that makes every business man ashamed of his old stationery, by making him really see something so much better.

The dead floor-space that is taken up with a pile of cast-off rubbish is making us pay rent for something that is not available, and is crippling our operations throughout the entire establishment by the general lack of room. Clean up the jumble of cast-off overalls, broken cases, discarded rollers and worn-out overshoes and put in its place a closed cupboard that will hold a lot of hitherto homeless articles, but in which there is not a spare inch of room for rubbish. Compact arrangement means neatness in appearance as well as convenience and economy of time. Remove the dusty, stuffed-up packing-box, which has been used for years for some sort of filing-case; replace it with something made to fit the space and the stock without waste of space; then, maybe, there will be

room for that new job press or some other convenience that has been delayed for want of space.

The dead poster may not be such a frequent offender in the print-shop as it is in other places, but it is a greater offender there if it is there at all. People expect more and better work there, and to disappoint them is like pouring ice-water down a fat man's neck to cure the toothache.

Of course, the printer who would let his own stationery and printed matter fall behind the times can not expect to succeed, and, almost always, the facts in the case exceed even his expectations. Firm names that have long ago become disqualified through death or disuse, type that has years ago drawn its discard, stock that presents no claim to our attention except the evidences of its antiquity, all of these may have their place in the back shop of some country printer who is dead and buried; none of them should concern the printer of to-day, and, if they do, he isn't much of a printer.

The dead and discarded bookkeeping system is a prolific source of loss to many a printer. The head of one up-to-date print-shop recently told the writer that printers are the worst business men in the world, although they are well educated and are brought in contact daily with the brightest talent in other lines of business. This may be an exaggeration, but it is not an untruth, and one of the most conspicuous evidences of it is the bookkeeping done by some of our best printers. Many a fine ledger or set of bookkeeping blanks is turned out by a printing-house, and the entire account of the transaction, cost of material, time, waste, etc., charged up on the backs of old envelopes stuffed into an empty cigar-box. Many an unprofitable job has had its origin in some error that grew out of such a system, and a good many others might have been avoided if the system of cost accounts had been so worked out that the experience in a past job had been more readily available in estimating for the new.

Then, most important of all the dead stock to throw out, is the dead stuff in the heart; the old quarrel, the senseless competition, the rivalry that means price-cutting. Get rid of all those dead ideas, and kill any new ones that pay tribute to General Grouch. Get rid of the notion that there is no time for reading the very best trade journals and for reading them thoroughly. There is not time to do without them. Remember that the experiments of your fellow craftsmen form the experience of the trade, and that the cream of this is found in printers' journals. Get rid of bigoted conservatism and yield a little to enthusiasm. It may at times lead one into foolishness, but a man had better be foolish part of the time than dead the whole time. Many a strenuous boy has done more with a firecracker than his sedate elder brother has with a cane and eye-glasses. The conservative business man, whether he is a printer or preacher, never does anything improper, it is true; in fact, he seldom does anything at all. An enthusiastic fireman on the scaling ladder is worth a great deal more to the community than the calmly undisturbed fop before the glass.

Get rid of all sorts of dead stuff, whether in the shop, the working force, the moral make-up. Endow with new life what can be reached in that way. Bury that for which there is no sufficient endowment fund. No business can prosper if it is cluttered up with ghosts and dead bodies; least of all the printing business, than which there is no other that should be so charged with the life that will enthuse all other lines of business.

FRANKLIN PRICE.

There is an abiding lesson from the philosophy of life in happy old age enjoying well-earned repose in the sunset of existence, and there are few men who have better earned this joy, or who have had at all times so pleasant and so mellowing an influence on their friends and associates, than Mr. Franklin Price, for many years advertising manager for the North Western Railway. Mr. Price has been through every phase of printing, newspapermaking and advertising, and in his retirement from active work he still keeps in touch with the forces he knew so well, by personal correspondence, and there is no one so occupied or so busy that he can not lay aside his cares for a little while and refresh his soul in the calmness of spirit and cheerful good will that breathes in the letters of Franklin Price.

On the occasion of the anniversary of his eighty-ninth birthday, February 21, 1910, Mr. Price remembered his friends in a card with his portrait attached, reading as follows:

Compliments of Mr. Franklin Price,
On his eighty-ninth birthday, February 21, 1910.
Born in West Whiteland township, Chester valley, Chester county,
Pennsylvania, February 21, 1821.
Residence, 3539 Colorado avenue, Chicago, Illinois.

The attention this little token of good will received can be known only to those who witnessed it being passed from hand to hand, accompanied by warm-hearted expressions of regard. These incidents of life do not ordinarily see the light of publicity, but their influence is greater than we know.

"Who soweth good seed shall surely reap;
The year grows rich as it groweth old,
And life's latest sands are its sands of gold!"

PRONUNCIATION.

"Have you any of this?" said the man, entering the drug store and handing the proprietor a piece of paper bearing some writing.

"Yes, we have lots of it," answers the druggist, reading the word on the paper. "How much podophyllin do you want?"

"None at all, thank you. I simply wanted to decide a bet on how the word should be pronounced." — *Chicago Post.*



LOVE'S MESSAGE.

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CORRESPONDENCE

While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give their names — not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

MR. J. F. EARHART ON MR. E. C. ANDREWS' COMMENTS.

To the Editor: CINCINNATI, OHIO, April 5, 1910.

In the March issue of THE INLAND PRINTER, a Mr. Andrews takes occasion to make a few amusing comments upon my criticism of Mr. Hatt's work, "The Colorist." His chief defense of Mr. Hatt's book is, "if nothing had been written since the 'Color Printer' — twenty years ago — 'The Colorist' would indeed be valuable." And yet, he does not deny the fatal defects which I pointed out, and which make it impracticable. But instead, he finds fault because I did not mention some of his favorite works in the following reference to Mr. Hatt's book: "The work contains very little of artistic or practical value, that is not already found in the works of Chevreul, Von Bezold, Rood and others, including the 'Color Printer'." I thought it sufficient to refer to the best-known French, German and American authors, and added the words "and others" to cover those of less importance. I do not believe that any of the three works mentioned by Mr. Andrews contains a single important fact concerning color that is not already covered by at least one of the works I have mentioned.

Mr. Andrews supports Mr. Hatt's use of the word "contrast," by quoting the definition of the word given in the Century dictionary. But he fails to appreciate the fact that the word "opposition" does not of necessity mean *violent* opposition or *extreme* opposition. Colors or objects may be very slightly opposed to one another; and, in such cases, the "contrast" must be slight. I think the article on "Contrast," in the April issue, which is based upon much study, observation and practice, covers this point sufficiently well for the understanding of the intelligent reader.

Mr. Andrews thinks I have not been searching for the "good ideas," but for the bad ones, and that "a fair and scientific mind should not quibble over terms." Too bad, altogether, this quibbling over the meaning of the word "Contrast." But, in the words of Whistler, "I am not arguing the matter with you, but I am *telling* you" what *Contrast* means.

Mr. Andrews quotes a pragmatic illustration, which is a fair example of his keen understanding. "A live squirrel, supposed to be clinging to one side of a tree-trunk, while over against the tree's opposite side a human being was imagined to stand. This human witness tries to get sight of the squirrel by moving rapidly around the tree, but, no matter how fast he goes, the squirrel moves as fast in the opposite direction and always keeps the tree between himself and the man, so that never a glimpse of him is caught," etc. This is surely a metaphysical problem. A man moves rapidly around a tree and a squirrel moves as rapidly in the *opposite direction*, and yet, "never a glimpse of him is caught." I wonder why the man couldn't see the squirrel while it was passing in the *opposite* direction to which he was going? And yet, Mr. Andrews has just made clear to us what "opposite" really means.

It is not my purpose in the few contributions I will furnish THE INLAND PRINTER, to burden its pages with a lot of padding, in the form of complicated theories, mechanical formulas, diagrams, tables and technical phrases, gleaned from different works, because all this has very little practical value, and can serve only to confuse the reader. It matters not how or where a man obtains a knowledge of any art or craft, but to convey that knowledge to others, it must first be filtered through his own personal experience to be of actual practical value. Much reading upon the subject alone is not sufficient. Ideas may be formed in the reading that will not be borne out in the actual practice.

Very truly, J. F. EARHART.

THE APPRENTICESHIP QUESTION.

To the Editor: CHICAGO, ILL., April 5, 1910.

The April issue of THE INLAND PRINTER contained a set of rules governing apprentices, which, the introductory remarks explained, had been agreed to by committees representing the New York branch of the Printers' League of America and Typographical Union No. 6.

The trend of these rules should be especially refreshing to those who have noted with regret that printers' unions throughout the country heretofore have made the question of the number of apprentices to be employed the paramount feature of their contracts governing apprentices, rather than their welfare after employment.

As a member of the typographical union, I always have contended that the primary duty of the organization was to secure from employers agreements concerning apprentices which would not only help elevate the printing craft as a whole, but which would inure to the benefit of the learner to a degree that would make him an everlasting friend of the organization.

So far as the number of apprentices to be employed to a given number of journeymen is concerned, I believe this matter practically would be self-adjusting if foremen were required through agreement to see that boys were thoroughly drilled in each department, as specified in the New York rules. It is certain that the profit from the work of an apprentice in proportion to the money paid will not be greater than that from the work of a journeyman, if the apprentice is done justice in the matter of teaching. Indeed, is there any one to say that it would be as great? The apprenticeship question, then, would naturally become one of supplying the demand for competent printers. And it can be said truthfully that the union man who is anxious to create a scarcity of competent printers is just as much an enemy of the trade as the employer who refuses to employ apprentices because there is no money in them.

The great injustice done to many boys, not speaking of the incalculable injury done the business itself, by keeping them continuously at that which is most profitable to the office — a course which makes it impossible to discover whether the boy is capable of becoming a competent printer — should be sufficient in itself to influence the patriotic members of the trade to take a new grip on the apprenticeship question with a determination to put an end to the present deplorable condition.

FRIEND OF THE APPRENTICE.

PROOFROOM

BY F. HORACE TEALL.

Questions pertaining to proofreading are solicited and will be promptly answered in this department. Replies can not be made by mail.

A Strange Question.

L. K., writing from somewhere not stated, asks: "Is it correct to say, 'J. B. Smith's father and mother are visiting him'? If this sentence is proper, kindly state why; also give a correct form, if possible, if the sentence is incorrect." *Answer.*— This is called a strange question, because of inability to imagine a reason why any one should ask it about such a simple matter. Of course the expression is correct. It is no more questionable than any other regular association of the commonest words in the language. It may be, though, that the inquirer has heard that it should be "visiting with him." Both ways of saying it are correct, as any dictionary will show. If there is a choice, it is in favor of the form in the question, because "visiting with" might mean making a visit somewhere in company with the son, while the other way only one meaning is possible, paying a visit to the son.

Drome.

Professor Alexander Graham Bell, the telephone inventor, says: "In Canada we speak of a man droming from one point to another. The word aërodrome originated with a professor of Greek at Johns Hopkins University, and it means an air-runner. We call our flying-machines dromes — much simpler, and more correct too, than aëroplane. For the fore and aft curves in the aërodromes of to-day make aëroplane a misnomer. I think we shall all come to calling them dromes." Maybe the flying-machines will be called dromes some day, though in such use the word is merely short for aërodrome. It has no present authoritative standing as a word, although of course Professor Bell would not assert such use in Canada unless he knew such use. Those who use it may not always be conscious that it is merely short for aërodrome, but such it is, and it is plainly analogous to many other colloquial shortenings. Whether aëroplane will eventually be displaced as a misnomer remains to be seen. Many good reasoners might insist that it is not a misnomer. Whether it is or not, it is now current in reputable use as meaning a flying-machine composed of aëroplanes in the literal sense. All such new subjects open up fields for discussion before the new words demanded by them become established beyond question.

Responsibility.

"Bill," Brampton, Ontario, Canada, asks: "Is a compositor responsible for errors in his work that have passed the proofreader unnoticed and have been detected after the job has been printed? Who is responsible? Is a compositor responsible for any mistakes that the proofreader has failed to notice?" *Answer.*— The first and the last of these questions may be answered by the same word — no; and this implies only one answer to the second question — the proofreader. But that is not quite all that can be said on the subject. I have a dim recollection that many years ago one of the fairest employers in New York spoke to a compositor about an error that had passed the proofreader, and that all the compositors who knew it wondered how he could think of finding fault with anybody except the reader. Even then, however, no attempt was made to hold the compositor responsible, and that was the only time I ever heard of such a thing being mentioned to the compositor. I have heard occasionally of a proofreader having to pay for spoiled work, but not very often. Aside from payment of the actual money loss, the only way to enforce responsibility is by discharging the employee. Real responsibility is commonly left to rest with the customer, by printing the job only after he has seen and signed a proof, the supposition being that he will not approve it unless everything is satisfactory. But the customers must depend on the printers for freedom from typographical errors, and it is certainly to the printers' interest to make their work correct. Every employee should be deeply interested in securing correctness, not only from a sense of responsibility, but from proper pride in the quality of the work. This way lies success in any undertaking. However, if compositors did not make errors there would be no need of a proofreader; and since the proofreader is employed simply to correct errors, to him belongs whatever responsibility may be enforced. Jobwork should be read slowly, letter by letter; whole words can not be verified at a glance in large or display type as they can in ordinary small type.

A Possessive Abbreviation.

L. P. K., San Francisco, writes: "I herewith ask two questions in dispute in the composing-room of the office I work in, and trust you will answer them in your next issue. In using the abbreviation Co. for Company followed by the sign of the possessive, should or should not the period be used before the apostrophe? K. T. Brown & Co.'s rugs, or K. T. Brown & Co's rugs? I contend that the latter is wrong, for the reason that the period is used after every abbreviation. Am I right or wrong, and why? In speaking of the business firm of the Eureka Lumber Company should it be dealers in or dealer in, and why?" *Answer.*— This letter was written in March, almost as the last forms for April went to press, consequently too late for answer in the issue next after the date of the letter. Such requests are very common — for answer in the next issue — though every one should know they can not be complied with. Answers for one month's number must be written before the first of the preceding month. The possessive form inquired about should be Co.'s, not Co's, for the reason stated in the letter. An abbreviation should be shown to be such by the use of a period after it, except that a few real abbreviations of names are properly treated as merely short familiar forms, as Al for Alfred, Fred for Frederick. Co. is the form always used for the simple abbreviation, and the possessive form does not make it less correct. In work done for the writer of this answer omission of the period would be counted absolutely wrong, and would not be accepted by him in personal work — that is, in work that he personally controlled. At least one man high in general estimation, however, has publicly expressed the contrary opinion. Theodore L. De Vinne, in "Correct Composition," says: "A common fault in double pointing is putting a full point before an apostrophe and the possessive *s*, as in Co.'s. The word Company may be abbreviated to Co. and in the possessive to Co's (although this should be tolerated only in a very narrow measure), but Co.'s is superfluous." This is based on reasoning that does not appeal to the writer,

who is absolutely sure that the only accurately expressive form is Co.'s, and who would not — could not — be persuaded to discard any accurate form in favor of an inaccurate esthetic fallacy. He would like to be able to brand Co's as absolutely wrong (it is so to him), but this can not be fairly done, because the comparatively few people who favor it may eventually succeed in making it common. It is not now common, however, and those who conform to prevailing practice will make it Co.'s. The other question must be answered more uncertainly. The correct procedure by a proofreader will leave dealer or dealers according to copy. A company may be treated in either way, according to whether the speaker or writer thinks of it as an aggregation or of its members as individuals. In the first case he will say dealer, and in the second dealers, and will not be wrong either way. The present writer favors dealers, because he thinks that the notion of a plurality of persons concerned is always present. He would never think of dictating one way or the other, or of insisting on a change in any other person's expression, unless the idea of singularness or plurality might happen to show plainly in contradiction of the form used, as it seldom will.



A ROCKY HILLSIDE.
Forest of Fontainebleau, near Barbizon, France.
Photograph from painting by J. F. Earhart.

CONCERNING FRESH AIR.

This is a little talk on air, by the Chicago Department of Health. It will tell you some things that are worth remembering. Nothing is more common than fresh air. Nature has provided it in abundance for all who will take it. A noted doctor says: "There is no one thing so potent to prevent disease, so effective in maintaining a healthy action of the whole body, so powerful to heal sickness, as fresh air. We all need it, we all have to have it whether sick or well; and the more sick we are, the more fresh air we need. Nothing stimulates the heart better than a current of fresh air upon the face. It reddens the blood, improves the secretions, aids digestion and meets most of the things needed in the treatment of consumption and pneumonia. Bad air causes disease. Consumption, pneumonia, bronchitis and catarrh are bad-air diseases. In warm pleasant weather, when people are out of doors most of the time and have their homes and work places open for the admission of plenty of fresh air, there is little of pneumonia in Chicago. But when cold weather comes on and the windows and doors are kept closed, then the death-rate from pneumonia is frightful. Bad air is the cause of colds. People who get plenty of fresh air seldom have colds.

Sewage flowing into pure water pollutes it. So, the air we exhale from our lungs pollutes the air in the room. Put only ten drops of ink into a glass of clear, pure water, and it will color it so that you would not care to drink it. But put in fifty drops, and shake it up and you would not drink it at all. This will give you an idea of how the impure air from the lungs of any number of people in a room mixes with the pure air, and makes it dangerous and unfit for breathing. There must be a supply of fresh air constantly coming in to take the place of the foul air which in all cases should be permitted to escape near the top of the room.

PAPER-BOX MAKING

BY CYRILLE DION.

The economics of the paper-box making industry, practical notes and suggestions on paper-box making and answers to inquiries regarding paper-box making, are the purposes of this department. Contributions are requested.

Why This Department?

We have been asked to define the "aims and objects" of this department of THE INLAND PRINTER. Briefly, it is intended to publish such items of interest to paper-box makers as will help them to keep abreast of the times in all matters pertaining to the industry and will serve to bring them closer together. The only medium through which a busy man can keep himself well informed on improvements in machinery, processes and designs used in his vocation is a live trade paper, as this publication has always been. It is desired to publish here all such matter as will aid paper-box makers everywhere so to conduct their various shops as to reduce cost and expenses and increase output and profits. Lengthy essays will be avoided, and the department will be conducted in a spirit of fairness to all, without partiality to any single manufacturer or any group of men. Reasonable requests for specific information in the line of paper-box making will be carefully studied and complied with whenever possible, to the end that every one connected with the industry may find pleasure and profit in reading these pages of THE INLAND PRINTER.

New Coating for Binder's Board.

A coating for binder's board may be made by combining one hundred parts each of camphor, mastic and acetic ether, mixing it with fifty parts of bleached shellac and ethyl ether and two hundred parts each of guncotton and acetone. The mixture may be softened by the addition of castor-oil. It is not such a harmless mixture, however, that it may be carelessly handled.

Cheap Fire Protection.

An effective fire-extinguishing compound may be made by combining twenty pounds of common salt with ten pounds of muriate of ammonia and seven gallons of water. The mixture should be put up in sealed bottles or jars and set in convenient places about the shop, ready for instant use. To smash the bottles will release the fluid, which prevents combustion by quickly taking up the oxygen in the surrounding atmosphere. It is said to be very cheap, easily prepared and not dangerous to handle.

Price-cutting.

The perennial revival of discussion on price-cutting is upon us with the breath of spring. For months to come we shall hear it derided, denied, defined, disapproved — we had almost said something stronger — and the deriders, deniers, definers, disapprovers — and others — will proceed to sharpen their knives and cut again as they have cut before, with both cheerfulness and dispatch, rather than let the other fellow get the job. Everybody knows that bids should be carefully based upon the cost of material and labor and the quality of both, and the price for turning out a job should always give a fair return for the capital invested, and it is not beyond belief that many paper-box makers do not figure these items closely enough for their own good. The purchase of material in large quantities always gives the large manufacturer an advantage of better prices, which a discount for cash increases. Up-to-date plants, saving time and turning out more quickly, add to this advantage, but, on the other hand, the expense account of the smaller shop is not so great as that of the larger, and it is not so difficult to keep it working. We have known of shops whose prices have been cut at times to the smallest of margins rather than let the help become scattered through a lay-off at the wrong season of the year. It is probable, therefore, that while this discussion may be interesting it will scarcely be effective in stopping the practice. It seems to us that each must be his own judge of how far he can cut his price. He is best qualified to judge of his capacities and his costs, allusion to which brings us to a subject we shall discuss next month.

Boxboard for Ceiling Decorations.

A new use for boxboard has been devised and a patent obtained therefor, by Mr. Arthur H. Pitney, of Chicago, and is an ingenious adaptation of paper boxes to ceiling decoration in dining-rooms, halls, library and living rooms, or dens. A sheet of lined strawboard is scored by an ordinary scoring machine and so folded along the scores as to

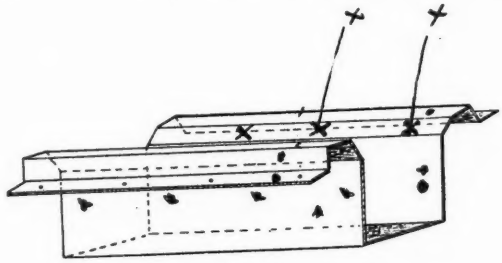


FIG. 1.

make a box forty inches long, open at top and ends, and having a flange or flap on each side (Fig. 1). It is reinforced by a smaller box, having four sides and open at the ends, which is placed inside it at places where joints appear (Fig. 2). It then represents a section of a beam forty inches long, and four inches square, with one-inch mold in the angle, to which other sections may be added very much as one joint of stovepipe may be added to another. After being bent or folded into shape, it is fastened to the ceiling

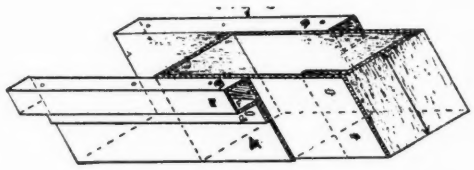


FIG. 2.

by screws, which extend through the flap (as at X, in Fig. 1) on both sides into the lath. The edges of the flap are then glued down to the side of the box, and the beam is absolutely rigid and secure, so that it can not warp, twist or pull loose from the ceiling. Fig. 4 shows a finish used around the edge of the ceiling, and is made by breaking off the two side-pieces shown in Fig. 1. One piece is placed in the angle of the ceiling and the other reversed, to appear

as if supporting the beam. The beams are then glue-sized and the joints covered with muslin, thus presenting a perfectly smooth surface, which is covered with paper veneer, made in imitation of the natural mahogany, straight or quarter-sawed oak, grained in golden, antique, Flemish, swamp-green, early English or Mission finish, to match the finish of any room in which it is used. It is light

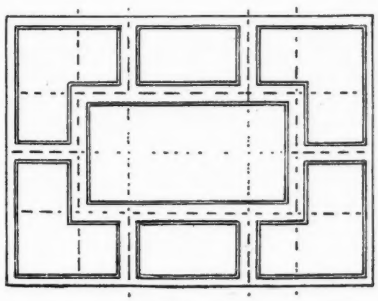


FIG. 3.

and easily handled, and requires no mitering or carpenter work, when completed presenting the appearance shown in Fig. 3. The design of the ceiling may be varied according to the taste of the owner. The distributers are the Alfred Peats Company, of Chicago.

Licorice-root Waste for Boxboard.

The J. S. Young Company, of Baltimore, Maryland, manufacturers of licorice paste, have decided that cast-off licorice-root will make a good grade of boxboard, and have arranged to establish a plant for the purpose of making such board, at a cost of about $200,000. A building will be erected, after the latest designs in mill construction, and the most improved machinery installed. It is reported that the new mill will be largely devoted to making fiber boxes for shipping purposes.

Paper-box Makers and Printers.

In language unmistakably emphatic, a correspondent deprecates the idea of printers taking up the business of paper-box making. He does not approve of it. It seems not to have occurred to him, however, that he is taking the wrong fork of the road. We do not discover that the printer voluntarily takes up the work of paper-box making, but we do observe that the paper-box maker is entering the field hitherto occupied by the printer, and we believe that he is doing so with more or less reluctance, inspired by the force of the "survival of the fittest" principle. The reason is plain. Where a thousand cartons were used ten or fifteen years ago, a million are used to-day. The expense of the printed and pasted label, due to its cost of manufacture and affixing, leaving its insecurity out of the consideration, added to the decorative possibilities of the directly printed legend, has forced it out of use in certain lines. The maker of cartons, having a contract for a large number of them, can not afford to make his carton, send it to a printer to be decorated and labeled, return it to his shop, and then ship it. The margin on large orders is small, and no extra expense must be incurred. There is nothing left for him to do, except to install a printing department wherein his carton may be printed either before or after entering the boxmaking machines, as to him may seem best, and then be passed to the shipping-room with as little expense for handling as is possible. These forces which compel the paper-box manufacturer to go into the printing business work inversely and under many circumstances compel the printer to go into the paper-box making business. Machines are being introduced which make it more and more possible for the printer to go into this field. It is not the part of THE INLAND PRINTER to offer encouragement to printers to go into boxmaking, binding or engraving. Circumstances determine printers and boxmakers on these questions. THE INLAND PRINTER seeks to meet the demands of the trade, and to build up the opportunities of the paper-box maker and the printer, and not to encourage any destructive competition.

News Notes.

THE Winona (Minn.) Box Company has been recently incorporated.

THE Banner Folding Box Company, at Cincinnati, is a recent incorporation.

A NEW boxboard mill has been started at Katka, in Finland, which has a capacity of forty-five tons of board per day.

THE California Paper & Boxboard Company, at Antioch, California, is increasing its plant and preparing to market several new specialties.

A NEW company is about to be started in Philadelphia, Pennsylvania, under the title of the Pioneer Paper Box Manufacturing Company.

MIDDLETOWN, Ohio, is expecting to have another board mill, which will be financed by local capitalists. It is planned to be of large capacity.

THE Charleston Paper & Box Company, Charleston, South Carolina, has been incorporated and has purchased a considerable machine equipment.

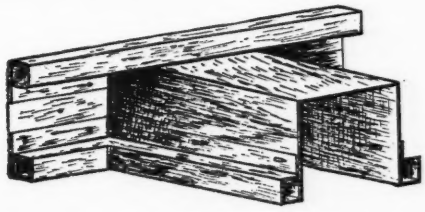


FIG. 4.

A NEW substance for making paste for use in the manufacture of paper boxes, has been put on the market in London under the name of "Ceralac."

IT IS expected that a large strawboard mill will be built at McPherson, Kansas, which will be especially equipped for the manufacture of egg-fillers.

THE new mill of the Western Board & Paper Company, of Kalamazoo, Michigan, has been started, with a five-cylinder Beloit machine, ninety-six inches wide.

CHRISTIAN STEINMETZ, at Wheeling, West Virginia, is putting up a new four-story steel and fireproof building, 66 by 86 feet, to be used for both paper and cigar boxes.

WHEELER & WIEDER COMPANY is the name of a new concern beginning the manufacture of paper boxes at Magungie, Pennsylvania, with very flattering prospects.

SOME of the manufacturers have put unusually handsome Easter candy-boxes on the market this spring, and some very artistic designs have been begun for holiday trade.

THOMAS BISHOP, of Birmingham, England, has invented a new box-banding machine, which is fitted with a patent automatic cut-off, and which can be worked easily by hand, if desired. It can be altered from size to size by

a single turn of a side lever, and is said to increase the output with a considerable reduction in labor cost.

J. AND A. CHRISTIENSON have purchased the stock of the National Box & Binding Company, of Sheboygan, Wisconsin, and will largely increase the capacity of the plant.

THE Marietta (Ga.) board and paper mills, which have been closed for some time past, have been reorganized and will soon begin operations anew under control of local capitalists.

THE Knerr Board & Paper Company has started its plant at Kokomo, Indiana, after a long shut-down, during which new machinery has been installed, at a cost of $60,000.

THE Browne & Stewart Company, of Cincinnati, has added to its business a boxboard department, which will be under the personal management of Mr. John M. Boswell.

CRAWFORD FAIRBANKS, of Terre Haute, Indiana, and his associates have their new strawboard mill at Alton, Illinois, now fairly under way. The plant will cover thirty-five acres.

CHARLES FALKENBERG, shirt manufacturer, of Little Valley, New York, has built a complete paper-box factory, the output of which will be used solely to supply his own requirements.

AT Grand Rapids, Michigan, the new machine of the American Boxboard Company is being installed, and the plant will employ one hundred and fifty hands on corrugated board and paper.

A NEW corporation has been formed, with a capital of $50,000, to manufacture fiber-board specialties and boxes. It is called the Taconic Manufacturing Company, and will establish an up-to-date plant.

THE Automatic Paper Box Works has been incorporated in Chicago by Edward J. O'Neill, William Friedman and T. H. Hardy, for the manufacturing of paper boxes, receptacles and boxmaking machinery.

THE Michigan Boxboard Company, of White Pigeon, Michigan, has put out a bond issue of $100,000, to pay for new board machines which have been installed and which have a capacity of fifty tons a day of board with 112 inches trim.

THE firm of E. C. Gutland has been incorporated to manufacture paper boxes and pasteboard novelties, at Rochester, New York, with a capital of $75,000. Among the incorporators is J. A. Levis, of Rochester, who is well known as a paper-box maker.

THE National Boxboard Company, of Middletown, Ohio, is said to have bought out the plant of the White Mountain Paper Company, of Portsmouth, New Hampshire, for the purpose of establishing an Eastern branch for the manufacture of packing-cases. The capital stock of the company has been increased to $200,000.

THE wooden-box makers are sometimes hard put to it to overcome the advantages presented by the fiber packing-case for certain uses, and the wire-bound wooden box, made of quarter-inch lumber stitched to cleats with wire, and further stayed by binding with wire, is being vigorously pushed. The courts have decided that the patents for this style of box belong to a Chicago man, William P. Healy.

"ADEZOL" is the name given a glue now in the British market for use in making tea-boxes, square bags, envelopes and gummed papers. The process of its manufacture seems to be a trade secret, but it is claimed for it that it is exceptionally glossy, quickly adhesive, odorless and tasteless, for which reasons it is especially well adapted for wrapping food products, and for use on hard glazed papers. It is easily reducible by cold water.

THE Chinese Imperial Bureau of Engraving and Printing, at Pekin, China, has awarded a contract for Brown & Carver paper-cutters to the Oswego Machine Company, of Oswego, New York. Another feather in the cap of the American manufacturer.

ONE of the latest uses to which folding boxes have been put is the delivery of single pies to purchasers. They have proved so useful in promoting cleanliness and preventing injury in handling, to say nothing of the ease of transportation, that they are becoming deservedly popular. Pie-dealers who have used them assert that their use has increased sales, by convincing the housewife of the dealer's efforts to insure cleanliness, which has frequently resulted in her calling for other goods.

THE Bryant Paper Box Company, of Westfield, Massachusetts, has just completed its new factory, which is four stories high, built of brick and iron, 110 feet long and 40 feet wide. It will be used for the manufacture of paper boxes, of which the company makes a number of specialties, notably paper cigar-boxes. About one hundred hands will be accommodated in the new building, and the machines will be run by electricity, individual motors having been installed throughout the plant.

THE demand for paper boxes seems to have increased rapidly of late, and the consequent improvement of business is shown in the starting up of several mills that have been shut down and the projection of some new mills under such conditions as seem likely to insure permanent success. At the same time, a number of new concerns have been started for boxmaking, and new capital seems to be available without difficulty. Nearly all the box-makers report a satisfactory volume of business, and some are run to their utmost capacity.

THE Germans are turning out a thin, handsomely finished board, for use in making ornaments, toys and novelties formerly made in papier-maché. Many of these are sold in America, and attract much attention because of their finish. This board is finished in imitation of cork, bark, leaves, the hulls of nuts and the skins of vegetables and fruits, bearing a marvelously close resemblance to nature, and orders are even now being placed for board to be used in making holiday novelties and birthday souvenirs. Much of this material is being used for cigar-holders, being tipped with wood or goose-quill, and being designed to be thrown away after once using.

THE PRINTERS.

Everybody works but the printers;
They sit around all day,
Always making promises,
Expect to "ship next day."
Customers keep on calling,
New stories they must tell;
Everybody works but the printers.
Yes, they do like h——!
— An unexpurgated contribution.

Everybody works the printers,
Because they can't say "Nay";
They work and plan for every man,
Then take what their customers say.
Everybody works the printers,
And the printers work for love;
Yet they think they're making money —
Yes — like the feller says above.

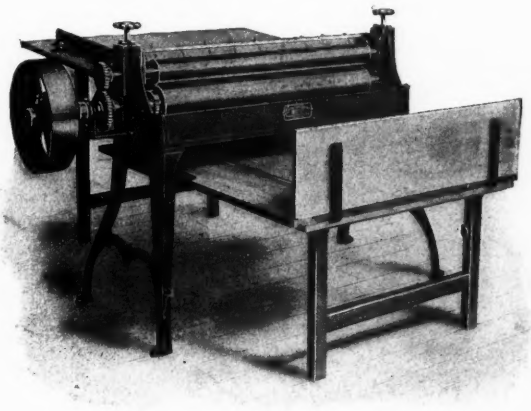
Written for THE INLAND PRINTER.

TREATMENT OF PAPER AND CARDBOARD FOR THE PRESERVATION OF FOOD.

BY M. D. K.

THE passage of the pure-food laws by Congress in 1906 centered public interest on the methods used by manufacturers in preserving all kinds of foodstuffs. While this law was intended to abate the excessive use of adulterants and preservatives, we find other manufacturers unaffected by this law using ingenious methods of keeping the freshness and flavor of goods so as to make possible their transportation to great distances, such as to the tropics and the coasts. Since the climate at these places is very humid some means against dampness and vermin had to be provided. This they obtained by wrapping their product in paper and packing in cardboard boxes coated with some moisture and vermin resisting material, such as paraffin wax or silicate of soda.

The increasing scarcity of wood in recent years has compelled the use of some other material for shipping-cases. This has brought into use the heavy cardboard and corrugated cardboard container or shipping-case, the economical manufacture of which has been made possible by the invention of special machinery. To make these cases proof against rats, mice, vermin and dampness, a thin coating of silicate of soda is used and has been found to give absolute protection. Rats and mice will not even gnaw at a case so coated, though it contain foodstuffs.



Paraffin-coating Machine.

The making of these food containers as large as 24 by 24 by 30 inches, from coating the board to the finished box, is most interesting, but does not come within the subject of this article.

People declare that the day of the paper-bag is over; the box is here. "Take it home in a box" is a phrase that applies to almost any commodity in this day of intelligent care for detail and wise advertising methods. We see manufacturers of biscuits, crackers and wafers advertising their goods to be just as fresh as when they come from the oven. This is made possible by wrapping in waxed paper and placing in a paraffin-coated box. All the popular breakfast foods that are roasted and have to be kept dry are packed in moisture-proof boxes. Oatmeal and cereals have to be kept free from moisture and vermin, the protection being obtained in a similar manner. Manufacturers of candy have long used paraffined paper and cardboard to preserve the flavor and freshness of candies.

The list of the uses of paper and cardboard coated with paraffin or silicate of soda seems almost endless, and suggests other fields for all kinds of coating materials. The grocer puts butter or lard in a paraffin-coated paper box and covers it with waxed paper. He also puts pickles in a similar box. Coffee is protected from moisture in coated paper; the fruit-dealer delivers berries in a paraffined cardboard berry box. Butchers are beginning to use a moisture-proof paper in addition to the regular wrapping, and they say it keeps the meat better; the baker delivers his cakes and pies on a wax-coated cardboard plate or in a coated box. The fishman sends oysters in a waterproof paper box, the milkman uses a paraffined sealing-cap for his milk bottles, or if very up-to-date he uses a cardboard milk bottle, which is thrown away when emptied. Ice-cream "to take home" is put in a moisture-proof box. Even the street vender puts up popcorn in a neat waxed-paper box. Cigars for summer use at sea or lake shore are often packed in individual damp-proof papers and cigarettes in coated boxes. Fine paper for office or drawing-room is usually put in paraffined paper or boxes; photographic plates, films and printing-papers are protected in like manner.

The uses enumerated here give some idea of the variety of ways in which coated paper and cardboard can be used, and this use is constantly increasing wherever protection or a semi-airtight package is required.

The beginning of this wide demand for cardboard and paper having a moisture and vermin resisting coating brought into existence the paraffin-coating machine. This is a most economical device, and coats sheets of cardboard or paper on one or both sides, as required, in one operation. It is practically unlimited as to the class of work it will do. Paper of any kind can be coated, such as tissue and manila paper, straw or wood-pulp board, lined or unlined, as thin as the most delicate tissue-paper up to board three-eighths of an inch thick. The coating is easily and quickly regulated to any desired thickness and can be adjusted to the thinnest film. Thus a great saving in material is effected, which is the most important item in running such a machine. Where it is desired to have a narrow margin of stock left uncoated, so as to permit of its being glued when being made into boxes, the machine can be readily adjusted to accomplish this.

The machine is not limited merely to coating with paraffin, but is made to coat with silicate of soda or tinted solutions. Cut-out stock can be coated on one side without coating on the reverse side. Stock for very small boxes is coated first and the box blanks cut from it afterward, as the saving in time more than overbalances the loss of coating material on the waste stock. Sheets can be coated at the rate of one hundred per minute, size 26 by 38 inches, and is done equally well on one or both sides in one operation.

The feed-table shown at the back of the machine in the illustration, and the receiving-table in the foreground, are made of the best white wood, highly polished. The large reservoir for melting the paraffin wax is heated usually by steam, but it can be arranged for gas or electricity. The best materials are used in the construction of this machine; the journals are ample in size and run in phosphor-bronze boxes, which are made so that all wear can be taken up; the rolls are ground smooth and true. The machine is made in several sizes. A more elaborate machine is made for coating paper in the roll, though the principle is the same.



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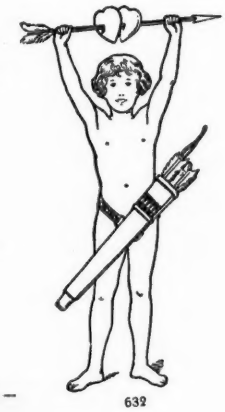
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Vignettes by the typefoundry of Emil Gursch, Berlin, S. W. Reproduced by zinc etching from *Schweizer Graphische Mitteilungen.*

MACHINE COMPOSITION

BY JOHN S. THOMPSON.

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of getting results.

Matrix Transpositions.

An Idaho operator writes: "I am a machinist-operator and have charge of a new, low-base, model No. 5 that was installed last May. The machine is running fine, but what I want to ask about is the transposition of the spaceband and the last letter in a word, which occurs quite frequently. The spaceband falls too quickly and beats the last letter of the word down. This does not happen when I am operating slowly, but as soon as I keep the elevator hung up I get spaceband transpositions. I use both thumbs and all my fingers, except the fourth finger on my left hand. I use the third finger on my left hand for the spaceband. I have heard the same fault found with other low-base model No. 5 machines, so I do not think it is my method of operating that is at fault." *Answer.*— Your trouble is not due to the spaceband coming too fast, but rather to the last matrix being retarded just as its upper ears are coming to a vertical position. This slowness of the upper part of the matrix allows the lower end of the spaceband to reach a position between the last matrix and the one which preceded it into the assembling elevator. To prevent this condition, bend upward slightly the lower points of the chute-spring.

Elevator Adjustments.

An Ohio operator writes: "I am enclosing you a slug that does not look good. Now, I get only perhaps one or two slugs like this in an eight hours' run. I got one slug yesterday that was cast just half-way, and, upon examination of the matrices, could find nothing wrong with them. I have examined matrices and am enclosing you two sample matrices to show you how they look. I can not see where it is shearing matrices any, and have looked at first-elevator adjustment and find it O. K." *Answer.*— The shearing of the ears of the matrices is noticeable. The lower back ear is damaged when the mold-disk moves on the studs, also the traveling combinations or teeth show wear. The slug shows that when the line was cast the matrices were not opposite the mold cell. To ascertain the cause of the trouble we suggest the following line of treatment: Remove the four screws which hold the mold to the disk; take out the mold, wipe the base of the mold clean and the part of the disk it has contact with. Remove the moldkeeper and clean its upper edge and also the part of mold it has contact with. Place the moldkeeper in position and raise it to contact with the under side of the mold. Place the mold in the disk, and before tightening the four screws, turn down on the three screws which press the cap of the mold. Tighten the four screws and then drive them tighter with a piece of brass rule. This operation insures the proper position of the mold. Next close the vise and vise jaw and start the machine. When the mold-disk moves forward on the studs, stop the machine. In this position the pot should not yet be forward. Raise the first elevator and note the space between the face of the mold and the vise jaws. There should be no more than about .010 of an inch, or about equal to the thickness of two pieces of proof paper. If you find this space is greater than it should be, it may be corrected by moving down a trifle on the eccentric-pin lever, which will be found behind, near the gear cam. It is important that this adjustment be not altered, except as stated before. The next step is to determine the correct position of the first elevator. Set up a line and stop machine just immediately before the cast takes place. Note how much space exists between the vise cap and the screw in the first elevator. This space should be at least one sixty-fourth inch. If found insufficient, raise the screw (turn it up a trifle). Having gone through the foregoing operation correctly, it should prevent further trouble to the matrices at that position. The damage to the matrix teeth is slight and may be due to faulty alignment of the first and second elevators.

Linotype Troubles.

A Canadian machinist writes: "I am sending you in this mail some Linotype parts, which I hope you will be able to give me some information on. (1) Can you tell me how to overcome the porous body on fourteen-point eighteen ems (slug enclosed)? We had a new pot put on this machine and have found difficulty ever since with slugs over ten-point. (2) I cleaned out the pot and found, instead of the usual hole at the back of the well, two small ones, about one-quarter inch or less, in front. The vents are all right and mouthpiece holes quite large and clean. Kindly let me know where I might get a tool to enlarge these holes in the well, or if it would be advisable to do so? (3) In regard to the enclosed spacebands, I found the night operator had broken nearly a dozen of them, and so far I have been unable to locate the cause. The transfer from first elevator is O. K., and they do not seem to bind in any other part. I never had one break in this manner before, and am at a loss to understand it. Would it not be practical to have them brazed? (4) I have had a great deal of trouble with the short finger in the line-delivery carriage bending. The carriage does not go over too fast, and the rails in the intermediate channel are in good shape, so that the matrices should not catch. I have set the assembler so that the operator can not put through a tight line. (5) The enclosed matrices (m quad and cap T) commenced suddenly to wear on the front combination, as you can see, and, on asking an expert machinist's advice, he told me, after making sure that the different points of transfer were O. K., to see if both rails in distributor box were alike, and if not, to grind the high one down. I have done this and put in new matrices and find the same trouble again, but not quite so bad. I looked for trouble where matrices ride on to distributor bar, but this seems O. K. An explanation of this difficulty will be much appreciated. (6) I had considerable difficulty with the lower-case 'o' on one keyboard running away, and, when the usual remedies did not cure it, I took the cam frame off, as well as the key-lever. The key-lever and the key-trigger work freely, but the keybar acts as though it were bent and remains down long enough for two or three matrices to fall. I made a small weight of a piece of rule and put it on the key-lever, as a temporary remedy, but would like to know the best way to repair it without taking the keyboard off. The keybar is of the new weighted type." *Answer.*—(1) The porous condition of the fourteen-point slug may be remedied to some extent by cutting auxiliary vents in the mouthpiece.

Cut these with a knife-blade and hammer, for better results are obtained than by using the ordinary cold-chisel. (2) If there are two quarter-inch holes in the well, that should be sufficient, and we would not advise any addition to them. (3) The spacebands have fresh bruises on their edges, suggesting a possibility of force being used in separating the matrices and spacebands after a squirt. One of them shows a bend which could not have occurred during the transfer of a line. The broken one could be brazed by a skilled mechanic. (4) We are inclined to believe the cause is due to the impact of the drive to the left being received by the finger rather than by the leather washer on the piston. If you find that the washer in the air-chamber does not stop the carriage, so the inside edge of the finger comes just within the elevator-jaw pawls, you should add to this amount. In other words, the carriage should stop, because the leather washers strike the bracket instead of the fingers and line stopping it. If more than normal force is required to knock the stopping-pawl off of the stop-lever, see that the clutch is kept free from the gummy substance, which causes it to carry over too far; this makes the stopping-pawl and catch hold so tight that it requires a greater spring stress to detach them. (5) The damage to the matrix combinations may be caused by the rails of the second elevator and distributor-box bar becoming bruised. Examine these rails, and, if found damaged, remove them and put in new parts. (6) If the keybar does not work freely when the cam frame is off, remove the bar and key-lever; if either are found to be bent or rusty, straighten or polish as the case requires. No additional weight should be attached.

Touch System of Operating.

A Los Angeles operator writes: "Some time ago I wrote you with reference to thin matrices being bent in the distributor box. You advised putting on a new matrix-lift cam. I did so and since have had absolutely no trouble. It has been running for over a month now. My heartiest thanks for the suggestion that remedied this nerve-trying trouble. Before putting on a new matrix-lift cam, I was having a dozen or two bent matrices every day. I have also put on the new-style lower magazine matrix assembling pulleys, those with the solid bearings. They work like a charm, and do away entirely with that miserable noise made by the ball-bearing variety. I would advise all operators working on double-deckers to discard the old style for these new pulleys. It is worth every bit of money expended. I noticed in a recent typewriting and shorthand magazine that Mr. H. Otis Blaisdell, of New York, made a typewriting speed of 103 words per minute for one hour, the 103 words being his net speed after he had been penalized five words for each error. Figuring a word as three ems, and I think words in miscellaneous matter will easily average that, this would make a speed of over eighteen thousand ems per hour. A typewriter keyboard is admittedly harder to operate than a Linotype keyboard, due to the fact that the keys have to be punched down. How is it then that in typewriting contests speeds are made far above that of the swiftest Linotype operator? Personally, I have for a long time thought it was due to the keyboard arrangement of the keys of the typewriter, enabling an operator to use the absolute touch system, the letters being arranged so that they are about evenly divided between each hand and in such a way that the hand does not have far to travel. Until the Linotype has some such arrangement I do not think typewriting speeds can be reached. I know well enough that to change the present keyboard arrangement of the Linotype would be a big undertaking, yet it seems to me that the benefits derived from it would justify the temporary confusion and trouble. I for one would like to see the keyboard arrangement changed, and would be willing to learn the new arrangement. The Monotype now has the typewriter arrangement. I wish other operators would speak up on the subject." *Answer.*— There is one obstacle to the application of the "touch" system to the operation of the Linotype and that is, that the keys are so sensitive that the slightest touch will bring a response, and the "touch" system is based on the operator keeping certain fingers in contact with certain keys at all times.

Matrices.

An operator writes: "(1) After running the machine for a short while, I find a sort of brass dust, which comes from the top of the lower inner ear of the matrix. The matrices are roughed up and stick a little in the magazine channels. It does not seem to affect the alignment. The first elevator descends low enough for the ears to fit in the aligning grooves of the mold, but when the alignment is made, it seems they hit too hard on top of the groove and just mashes them over. Some of the high places on the cam, No. 9, are mashed or worn; could this have anything to do with the trouble? (2) My slugs are very porous, and I have trouble with sunken letters. Could I get antimony or tin in the right proportion and mix, or had I better send in a pig to the house where we get our metal and have them send toner. We use nothing but Linotype metal, and have about five tons. (3) Have trouble with matrices not responding, caused by dirty or sticky channels in the magazines. Spend quite a little time cleaning the magazines and matrices, but in a day or two have the same trouble. Am using a coarse, flaky graphite, which I think is the cause, as I keep the machine free from grease and dust." *Answer.*—(1) The damage to the lower inside ear of the matrix is not due in any way to cam No. 9; it is usually caused by tight lines. The last matrix in the line does not descend as low as the rest of the line and is damaged by the mold. To prevent this trouble, set the assembler slide a thin space less than the face measure of your slugs and see that the adjustment of the vise automatic stop is such as to prevent tight lines casting. (2) The fact that your slugs are spongy, and that you occasionally have sunken letters, does not indicate a lack of tin in the metal. It is usually caused by some difficulty with the casting mechanism. Observe the following: Clean the plunger daily; clean the cross-vents in the mouthpiece with a pointed instrument, so that the air may readily escape from the mold. Keep the metal to proper height in the pot. Keep the hole on the side of the well open, so that the metal may flow into the throat. Replace the plunger, if it shows that it is worn. Do not have the metal too hot. By observing the foregoing it is quite possible that you will not have spongy slugs. (3) To clean the magazine and matrices involves the following operation. Remove the matrices and stack them in a galley, usually in two rows. With a clean cloth, moistened with either gasoline or alcohol, rub the ears until they show bright; then, with another dry cloth, apply a small quantity of graphite to the ears and rub until the surplus disappears. Place another clean galley on top of the matrices, and, by quickly turning the galleys over, the opposite side of the matrices are exposed. Clean and polish this side in like manner. The magazine may be cleaned on or off the machine as desired. If you clean it on the machine, a piece of wrapping-paper may be placed under the forward end of the magazine and brought over the keyboard to catch the dust. The magazine entrance, when opened, may also be covered by a piece of paper for the

same purpose. The pi-tube entrance or spring should be removed, and the escapement covers raised before the brushing out begins. Use the brush with vigorous strokes, and occasionally wipe the bristles with a clean cloth. When the magazine is found to be free from dust, the escapement covers and parts carrying the pawls may be brushed out with gasoline, to remove the dirt which usually lodges at these points in the channels. Following this, the brush may be used again, to put a polishing coat of graphite in the channels. In this operation so many fail. The liberal use of graphite in this case is the cause of ill success, as a quantity of free graphite remains in the magazine and clogs the channel, which, in a short time, causes the matrices to fail to respond. Use the graphite sparingly.



A PRINTER'S HOME.

Residence of W. Donald, Linotype operator, McKinney, Texas.

Dixon's special graphite, No. 635, is the only grade to be used on the machine. It may be procured from the Mergenthaler Company for 50 cents a pound can.

Recent Patents on Composing Machinery.

Matrix-reversing mechanism.— J. G. Holbourns and H. A. Longhurst, London, England, assignor to Linotype and Machinery, Limited, London, England. Filed July 15, 1907. Issued March 15, 1910. No. 951,948.

Linotype Matrix.— J. R. Rogers, Brooklyn, New York, assignor to Mergenthaler Linotype Company, New York. Filed May 4, 1909. Issued March 15, 1910. No. 951,968.

Clock-controlled Heating System.—A. A. Hill, New York city. Filed May 25, 1909. Issued March 15, 1910. No. 952,195.

Matrix-leveling Device.— C. Muehleisen, Berlin, Germany, assignor to Mergenthaler Linotype Company, New York. Filed January 13, 1910. Issued March 15, 1910. No. 952,271.

Distributor-box Lift.— R. F. Wilson, Albany, New York. Filed June 28, 1909. Issued March 15, 1910. No. 952,397.

Pot-mouth Wiper.— D. S. Kennedy, Brooklyn, New York, assignor to Mergenthaler Linotype Company, New York. Filed April 15, 1909. Issued March 22, 1910. No. 952,569.

Type Bar.— F. H. Richards, Hartford, Connecticut, assignor to American Typographic Corporation of Arizona. Filed August 24, 1901. Issued March 22, 1910. No. 952,579.

Keyboard Cam.— J. R. Rogers, Brooklyn, New York, assignor to Mergenthaler Linotype Company, New York. Filed January 4, 1909. Issued March 22, 1910. No. 952,584.

Monotype Justifying Mechanism.— J. S. Bancroft and M. C. Indahl, Philadelphia, Pennsylvania, assignors to Lanston Monotype Machine Company, Philadelphia, Pennsylvania. Filed October 23, 1908. Issued March 22, 1910. No. 952,597.

Monotype Low-quad Mold.— F. S. Chanonhouse, Everett, Massachusetts, assignor to Lanston Monotype Machine Company, Philadelphia, Pennsylvania. Filed January 28, 1909. Issued March 22, 1910. No. 952,604.

Monotype Letter-spacing Mechanism.— F. H. Pierpont, Horley, England, assignor to Lanston Monotype Machine Company, Philadelphia. Filed December 3, 1908. Issued March 22, 1910. No. 952,633.

Type Bar.— F. H. Richards, Hartford, Connecticut, assignor to American Typographic Corporation of Arizona. Filed June 20, 1901. Issued March 22, 1910. No. 952,639.

Type Mold.— J. S. Bancroft and A. L. Knight, Philadelphia, Pennsylvania, assignors to Lanston Monotype Machine Company, Philadelphia, Pennsylvania. Filed June 7, 1909. Issued March 22, 1910. No. 952,666.

BOOKBINDING

BY A PRACTICAL BINDER.

Under this head inquiries regarding all practical details of bookbinding will be answered as fully as possible. The opinions and experiences of bookbinders are solicited as an aid to making this department of value to the trade.

Stamping the Cases.

If cases have to be stamped on the back and side or both, and if they are made near the stamping machine, have the finisher and casemaker work together. This is economy, for a freshly made cloth case will stamp perfectly without it being necessary to size it for the gold. Simply lay the gold in position and proceed as usual.

Preventive of Jar-to-beam

(1.) Wants to know how to stop the waving (stagger) appearance of ruled lines, just after down-line starts from the head-line, when using automatic striker. The machine is as new as their experience in operating it. *Answer.*— Your trouble is caused by improper use of the "Preventive of Jar-to-beam," the small device on top of the rail, on the far side of the machine, and on which acts the small lever projecting from the end of the beam. A portion of this device is a flat piece of spring steel. Many rulers make the mistake of treating that as a spring, and with rubber bands try to stop its action in causing a bouncing of the beam when the lever strikes it. The proper way to set this device is to have the spring portion as near straight up and down as possible, then, when the lever comes down, it slides down *against* the spring, causing a bind between the two, which allows the pens to come in contact with the paper easily, and without the rebound which causes the pens to stagger.

Fiddling

This term, as applied to binding, is a very old one, and there are some binders who, while familiar with this style of binding, are not able to give it a name. For the binding of stock certificates, or similar blanks where the stubs are not referred to constantly, there is no method to equal it, especially when "hurry" is the order of the day. The operation is as follows: The sheets being numbered and perforated, that is, ready for sewing, are first trimmed to proper finished size, and the round is put in by hand. Next, they are screwed up tightly in the job backer or laying press, and between two pieces of board; then with back saw cut in deeply across the back diagonally and at an angle. The individual saw-cuts must be wider at base or bottom. Now, give the back a thick coat of heavy glue, taking care to work the glue well into the saw-cuts; then take a couple of pieces of four-cord twine, already cut and long enough to paste down on waste leaves, twist together and cover well with glue (but not clear out to the ends) and work them down into the cuts, pulling them back and forth to spread the glue and to make certain the twine is well down to the bottom of the saw-cuts. Repeat until all the places are filled. After the waste leaves are tipped on, the twine ends should be fanned out in the usual manner and pasted down, and the waste leaves trimmed off with shears. Then back the book and proceed in usual way. A book so bound is very strong. This style of binding is also very suitable for newspaper files, which usually are larger than a sewing-bench, thereby causing trouble to rig up something to sew them on.

Two-fold Parallel Folders.

(2.) Wants to know the special uses of the "Two-fold Parallel Folders" that are advertised. *Answer.*— The parallel folder was first put on the market to take care of long runs of eight-page booklets, etc., as they could be run in large sheets several on, covers also being printed in gangs to correspond. So, when the eights were inserted in covers, any number, according to size, could be handled as one on the inserting and wire stitching. Thus a great saving of time was made also on the cutting machine, when the trimming was done. This led to the use of this style machine, when the work called for eight pages without cover or stitching, cutters being added to the folder, thus cutting the several eights apart ready for delivery. The two-fold machine will also make and deliver one-fold work. There is an ingenious operator in Chicago who, with a two-fold machine, not only produces one and two fold work, but by repeated folding of the already folded sheets, turns out sixteen, twenty-four and thirty-two page work, and it is of good quality. He also has arranged the packing-box so as to receive two sheets of different sizes, and, putting on two girl feeders, makes three folds in letter circulars, one feeder making the first fold, then the second feeder putting through these folded sheets, making two folds. Thus the circulars are ready for insertion in envelopes. A machine as described, taking sheets from 8 by 8 inches to 30 by 30 inches, may be had for $475.

Casemaking in the Small Shop.

Binders in the smaller towns are frequently called on to bind small lots of books in full cloth. To do this work it is not at all necessary to have special machinery, except, perhaps, a domestic clothes-wringer. The case-gage is easily

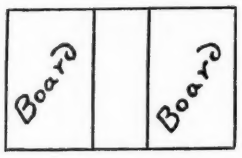


FIG. 1.



FIG. 2.

made, as follows: Procure a piece of soft wood, about one inch in thickness, cut this to the full width between the boards with the case laid out flat, as in Fig. 1. It need not be the full length of the boards. Then nail across the top

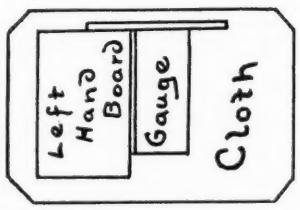


FIG. 3.

a thin piece of wood, or a heavy piece of Davie board will do, to form two perfect right angles, as in Fig. 2. The board and cloth being cut to proper size, and the corners of the cloth cut off, cut also a thin manila to size for the

back stiffening, and proceed as follows: Glue off a piece of cloth, lay it on bench and place the left-hand board in position (Fig. 3). Then lay on the case-gage, as in Fig. 3, and against the other side of gage place the right-hand board. We now have the two pieces of board in a true

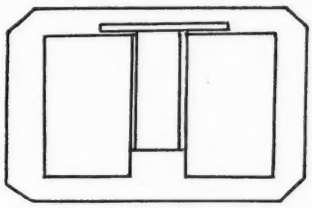


FIG. 4.

parallel position, as in Fig. 4. Now, remove the gage, put in the strip of manila and turn in the cloth over edges of the board. You can, of course, glue off several pieces of cloth before laying on the boards, and place all the boards before commencing to turn in. A wood folder will be found better for this job than the ordinary bone folder, as it is not so liable to mark the cloth. If you can get a good-sized piece of zinc to work on, it will be much better than the wood top of your bench. After each lot is made, run them through a wringer in pairs, board side face to face. This operation sets the glue and forces out all air-bubbles. If you have no wringer be sure and rub the case well after turning it. Keep your case-gage setting on a cloth (several thicknesses) well saturated with oil. This prevents it sticking to the glue.

Edge Gilding.

The tools required for this branch of binding are gilding press and stand, gilding boards, steel scraper (a piece of glass is sometimes used), bloodstone burnisher, flat camel's-hair brush, powdered red chalk and white of egg size. The press is in shape and size similar to the finishing or laying press, but very much larger and heavier, with iron screws instead of wood, and with heavy metal boxes, for it must withstand tremendous pressure. Gilding boards are wedge-shaped, as in Fig. 6, and are used to compensate for the back swelling, being placed here and there in the

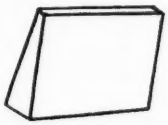


FIG. 6.

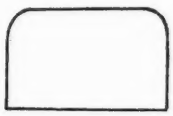


FIG. 7.

pile of books until the fronts equal the backs in thickness. These are used, of course, only when gilding the ends. The scraper is a piece of flat steel about one-sixteenth of an inch thick, see Fig. 7, the edge perfectly square, that is, not beveled like a knife. In using it is held in both hands at a slight angle, the edge being square gives two cutting surfaces, which applies as well to the piece of glass. The burnisher is made from a piece of bloodstone, mounted with a strong brass ferrule on a long wood handle similar to the finishing roll, see Fig. 8, and if you are gilding in the round you will require what is called a "tooth agate" burnisher, see Fig. 9. The brush, made from camel's-hair, is from three to four inches wide, and is used for putting on the size. All of the above and the powdered chalk can be had from any dealer. The operation of gilding is as follows: The books are gilded on the fronts first. Raise the press on its front side on the stand, see Fig. 10, and pile the books in it, just as they came from the cutting machine, beginning and ending the pile with a small pressboard, as shown also in Fig. 10, putting in as many piles as the press will hold, but leaving some space between the piles. Then, with the bar that comes with the press, screw it fairly tight. Lay the press down on its stand, use the bar again, this time getting the press as tight as possible. When placing the books in press, great care must be taken to keep the pile even. After the press full of books is properly screwed up, cover the surface to be scraped with powdered chalk and scrape *perfectly smooth*, the chalk serving

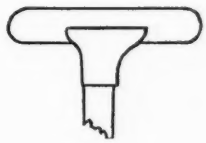


FIG. 8.



FIG. 9.

to show where you have or have not scraped; then put on another coating of the chalk, this time to give a foundation for the size made of white of egg thinned with water, and applied with the brush. Care must be used that the size is spread evenly, for if it is thick and thin in places, it will not dry alike and you will be unable to do a good job. Now, lay the gold — a pad or brush can be used — and after the gold has set a sufficient time, burnish it. The knack of applying the size just right, and the length of

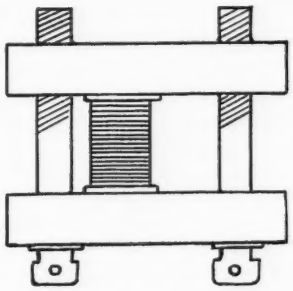


FIG. 10.

time to be allowed for the gold to set before burnishing, can be learned only by experience and practice. When gilding the ends, the operation is the same, except that when the press is screwed up, the boards being inserted as described, these boards are chipped off even with the books with a chisel wherever they protrude. They are then scraped, the gold laid in the usual manner and burnished. If gilding with Dutch metal, banana oil is used for size.

Preparations Used in Finishing.

(3.) Wishes two questions answered. (1) What are the names of the different preparations for hand-finishing and machine-stamping on leather, cloth, silk, satin, etc.? (2) A description of edge gilding and the names and manner of using the necessary sizes and substances.

The old-school finisher made his own glair (size) from the white of eggs, breaking the egg and draining off the white and usually eating the yolk. This glair was applied with a small camel's-hair pencil (brush) wherever the gold was to appear on the work. In the present day and generation the finisher can purchase sizes ready prepared for

use, for all kinds of finishing, namely, Anderson's Size (dry), for imitation, leaf, Dutch metal, etc.; Keratol Easy Size (liquid), for imitation leathers; Schlegel's Crack Size (liquid), for cloth and imitation leather; Gane Brothers' Finishing Size (liquid), works on any fabric and will not stain the most delicate colors; Gane Brothers' Special Size (dry), made especially for their Oriental leaf, but will work on anything.

Oriental leaf is a new imitation gold for use on cloth, paper or silk, not on leather. It will not tarnish. Gilding powder is used for silk and satin ribbon work, badges, etc., and for the stamping of names on Bibles, pocketbooks, etc. When stamping a large number of cloth cases it is best to use a liquid size, with which the entire surface of the case is wiped over, using a small sponge. If the job calls for only a small number of cases, follow directions in note in this department on "Casemaking in the Small Shop." When using a liquid size on work that calls for a line or two only, make an impression on the cover, and with a small brush dipped in the size go over the impression carefully and do not spread size more than is necessary.

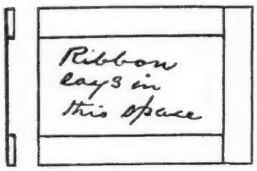


FIG. 5.

Dry sizing or gilding powder is dusted on the work where the lettering is to go with a small wad of cotton-batting, the surplus powder being gently shaken or knocked off, then with square or straight-edge a line is drawn through the powder, so that the lettering may be straight on the cover. When stamping badges or any ribbon work, cut the ribbon to size. Make a gage from board, as shown in Fig 5, and set the front and side gages on the press to correspond with the board gage. Then lay the piece of ribbon in place, dust on the powder, lay on the gold leaf, and, lifting board and all, place in press and stamp.

Letterpress—Glue—Leather.

(608.) 1. "Please tell me how to trim a volume of letterpress on the head only, after rounding, so as to get the margin square." *Answer.*— If your book is knocked up squarely and kept that way while being rounded, you can put it into the cutting machine with the back against the left side gage and the bottom edge toward the back gage. Place some paper or strawboard scraps, to the full thickness of the book, against the hollow fore edge to keep the knife from tearing out where the leaves extend in the round. Next put a board block on top of the book, equal in thickness to the swell of the back, or if thicker will not harm. This is to prevent the clamp from pulling part of the book forward when it strikes the back. The top block must be placed away from the back sufficiently to give it room when pressure is applied.

2. "I use but one grade of glue and buy it from No. 1 hide (ground), but when it comes to rounding and strapping, the results don't suit me. Any information regarding glue would be greatly appreciated." *Answer.*— Use the glue thin and hot, but do not boil or burn it. Strapping should be done by gluing the back and pasting the straps, then pull over tight, apply paste on top and rub out all surplus glue and paste with the edge of a folder. Place driers (boards or tins) between book and end papers and let the book dry out between wooden boards, with some additional weight on top.

3. "I want to make a few leather-covered picture-frames, of various sizes and styles, but do not know just how to go about it. Would be glad if you could give me the information needed." *Answer.*— Take a piece of No. 25 strawboard or No. 40 cloth board and cut to the full size of frame. Measure out for the opening square, oval or oblong, draw a pencil line and cut out along this line. Hold the knife a little slanting outward, so as to leave the edge with a bevel. Glue strips of thicker boards, or, better, two layers of thin boards, on the back. These strips should run over the edges, so as to allow a trim in the cutting machine. A space should be left all around the opening for the picture and glass to fit into. If two layers are cut so as to overlap each other at the corners, you get a stiff, durable frame, less liable to warp. The covering can be as simple or elaborate as desired, either in one or several pieces. Two colors or several inlaid in design, if well done, can be pleasing and artistic. Finishing gold can, of course, be made as elaborate as desired. The back covering should be a separate board as small as will cover the picture and lap over onto the frame about a quarter of an inch. This can be glued on and a piece of cloth or paper glued over that and extending to within an eighth of an inch of the outside of frame.

4. "Which way does the grain or fiber run in a hide or side of leather?" *Answer.*— You can determine that by pulling. There is little stretch along the grain, but considerable across. This applies not to pressed buffings. These leathers have been so stretched that it makes no difference which way they are worked.

A QUALIFICATION WHICH FEW PROOFREADERS POSSESS.

The London *Daily News* gives the following reminiscence of Professor Prout, who died recently: "The Professor used to recall a proofreader's marginal comment which had far-reaching results. As a young man, he taught in a small private school at Clapton, and, being musically inclined, he started in the school a 'most grotesquely constituted' orchestra. The practical knowledge of the members of the band was about equal to the theoretical knowledge of its conductor, which was the reason, probably, why Professor Pratt arranged tunes for it himself. Whatever may have been the shortcomings of this North London orchestra, the head of the school was so impressed by its performances that he asked the conductor to write some original music for an educational magazine he was bringing out. The music was promptly reeled off and sent to the printer. In a short time proofs were submitted to the composer, who was considerably puzzled to see bars here and there underlined and the words 'consecutive fifths' written against them by the proofreader. 'What in the world are consecutive fifths?' mused the musician. By inquiring in the right quarter, he found out that they were a violation of one of the most elementary rules of musical grammar. He left off composing music then, and began to study the elements of the subject, with the result that he lived to become professor of music in the University of Dublin." The *Printers' Register* adds to this the information that the proofreader in question was George Boole Chaloner, who was well known in Sheffield, in the forties, as a composer of hymn tunes and who came to London in 1851.

PRESSROOM



The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

Ink for Copperplate Printing.

(649.) "What kind of ink should I use, and where can it be procured, to print from an engraved copperplate. I wish to do this work on a Gordon press." *Answer.*— The ink is a special grade and may be procured from your ink-dealer. We do not believe you can successfully print the copperplate on a platen press. Send it to the engraver, who is qualified to handle such work.

Ink Dried on Rollers.

(644.) "Please tell me what will remove dry ink from rollers? They were allowed to stand over night without oiling or washing, and the ink has become hard and resists the ordinary cleansers." *Answer.*— Try any of the following solvents: wood alcohol, crude carbolic acid, turpentine and carbolic acid (equal parts), a solution of oxalic acid. Use the latter carefully, as it may damage the surface of the roller. The crude carbolic acid may be used liberally on the roller without harming its surface.

Lumpy Ink.

(647.) "I have a small quantity of two high-priced red inks, scarlet lake and vermilion, which have become lumpy. As I only use these inks occasionally, how can I fix them up so they will not be wasted?" *Answer.*— If you had a small ink mill, it might pay you to run them through, with a very small amount of thin varnish. If no such means is at hand for treating them it will not be worth while to try rubbing them up. To prevent a recurrence of this trouble, buy such inks in small tins or tubes, and keep the covers on when not in use. The ink in tins should be covered with 00 varnish, which may be poured off when ready for use.

A Study of Paper.

(646.) A pressman asks among other things, "Where can I procure a publication that would post me on the various grades and qualities of paper stock? I know the difference between a bond and a book paper or a flat cap and a coated grade of stock, but there is a whole lot more than that to learn about it and I would like to be posted." *Answer.*— Suggest that you read the articles that appeared in THE INLAND PRINTER on the manufacture of paper, and also to procure the latest book on the subject, entitled "The Manufacture of Paper," by R. W. Sindall; price, $2. The reading of this matter will give you a fair idea how paper is made. As to learning how to distinguish the various grades of stock, that is not so easy. A comprehensive way to make a study of stock is to save a piece of each grade that comes under your notice. These pieces may be cut to a uniform size, and on each one a notation may be made as to the weight, size of full sheet, cost per pound, common name, and such other data as will enable you to identify it. The stock should be examined by transmitted as well as by reflected light, its feel and finish may be noted. Its fiber and structure should be examined by a microscope. Other characteristics may be determined by tests, which you may learn from the book mentioned. The study of paper requires close examinations and carefully made comparisons. A pressman can scarcely hope to become as adept in the knowledge of paper as the solicitor or paper salesman, but he should have a working knowledge of this part of the business, and may readily acquire it by study.

Celluloid Tint-blocks.

(648.) Submits a thin sheet of fancy embossed stock, silvered on one side, in imitation of tinfoil, and asks: "What kind of blue ink will print properly on the enclosed sheet of paper? Have tried several kinds of blue without satisfactory results. Where can I procure celluloid sheeting suitable for tint-blocks?" *Answer.*—A stiff bronze-blue, costing about $2 a pound, will print perfectly on the stock in question. Use a hard tympan with fairly heavy impression, and run the press slowly. The printed stock should be laid out loosely. Celluloid sheets may be procured from G. Felsenthal & Co., Chicago. We doubt the efficiency of the ordinary celluloid for this purpose. A piece of pressboard, glued and attached under pressure to the bottom of a cut mount, makes an excellent tint-block. Note the article on tint-blocks which appeared on page 879 of the March number of THE INLAND PRINTER.

Oil versus Belt Dressing.

(643.) Writes: "We would like your opinion regarding the care of belts. All of our machines are driven by individual motors. We use stick-belt dressing and castor-oil on the belts, and would like to hear from you regarding the use of these as well as any other medium for the same purpose. My machine man claims that castor-oil is better than any of the stick-belt dressings." *Answer.*— We believe that castor-oil is to be preferred to any of the solid belt dressings, but a neat's-foot-oil dressing for a belt is even better than castor-oil. This oil is of animal origin, and consists principally of olein, or the liquid part of fat. The occasional treatment of a belt with this oil prevents its drying out, and gives it a greater tendency to adhere to the pulleys by making it pliable.

Manila Draw-sheet.

(642.) A specimen of jute manila is submitted by the Maurice O'Meara Company, 448 Pearl street, New York. This grade of manila seems specially suited for top sheets, on account of the uniform smoothness of the surface and its extreme toughness, which enables it to be reeled tight without splitting. The sample measures .005 inch in thickness. It may be had up to sixty inches wide in rolls. It is claimed that it is unaffected by moisture and does not swell when oiled. That, on account of its toughness, it does not compress on long runs, making it invaluable for cutwork. A specimen of excellent offset manila for web presses is also received. This grade is .0025 inch thick and it has a mat surface. It is made from long-fiber stock, well matted, making it a very tenacious grade of paper, very desirable for this purpose.

The Engraver's Proof.

(645.) Submits an impression of a half-tone cut on a common grade of flat stock. The make-ready does not bring out the various tones of the subject, as insufficient impression is used and too much ink of an unsuitable grade is carried. The cut is printed on the wrong side of the stock. The pressman asks why the sheet is speckled on one

grade and prints smooth on a different quality of stock. "The proof shows the solids speckled, while, with the same ink, it prints smooth on a glossy stock. How is this? Do you believe it possible to get results as good on this stock as appear on the engraver's proof on heavy coated paper? My employer (who is not a practical printer) expects results as good as the engraver's proof. I tell him it is not possible on this grade of paper. Am I right?" *Answer.*— You will not be able to equal the engraver's proof, no matter how carefully you plan your make-ready, or how expensive the ink you use. You can, however, print the cut to much better advantage by using a good job black and by giving the cut a more skilful make-ready. The tympan should be of fairly hard stock, and the cut in the solids and middle tones should receive strong reinforcement by spotting up. This form on flat stock requires a much heavier impression than when printed on a glossy or filled stock. Examine both sides of the stock by reflected light, and do not print it on the side showing the fine wire-gauze marks. These marks are discernible on a close examination. If you had rollers as hard as the engraver uses, and inks as stiff, you could materially improve the appearance of the cut on the flat stock, but you can not equal the proof he submits, on account of the difference in the surface conditions of the two grades of paper.

Gold Bronze Not Adhering.

(650.) Submits a label printed in bronze-blue and surrounded by a gold band. A good grade of coated label stock is used. The bronze-blue plate is a solid with white letters and is faultlessly printed. The gold does not cover the yellow size fully, hence the query: "Will you kindly give us your opinion as to the reason for the bronze on the enclosed label not adhering to the size. We have used at times six different sizes, submitting samples of the paper to the inkmaker. These labels are bronzed in a bronzing machine, carrying two rows of fur pads and three dusting rolls." *Answer.*— The printing suggests the possibility of insufficient impression and the use of a coarse grade of gold bronze. The addition of copal varnish to the size will make it work smoother and if the press does not run too far ahead of the bronzer the product should appear more satisfactory. This condition should be ascertained before the run is very far under way. For the grade of stock a fine bronze can be used to advantage, as it covers more uniformly. To note the difference, bronze by hand two consecutively printed sheets with a fine and a coarse grade of bronze, and examine both under a glass. Then note the appearance of each held at arm's length. In some instances, where the form is a solid one of considerable area, it is printed first with the size reduced with light varnish, using but a small quantity of the size; for the second impression the size is used normal, carrying a larger supply. As the first impression serves as a priming coat for the stock, the second impression is not absorbed and serves to hold the bronze more tenaciously. This plan will not serve for a cheap grade of work, as it involves an additional impression.

Text-books on Metal Printing.

(576.) Printers or lithographers who have offset presses, or contemplate installing them, should have the two books recently issued on planographic printing from metal. "Metalography," by Charles Harrap, is a historical and technical treatise on the subject embracing the treatment of zinc and aluminum plates in every stage, giving practical recipes and details of manipulation. The book contains a mass of general information both for the transferrer and pressman alike. A chapter on the offset press contains illustrations of all the leading machines, with details regarding the mechanism and special features of each. The book is published by De Montfort Press, Leicester, England, contains 180 pages, and is sold for $1.25. "Metal Plate Printing," by Warren C. Browne, is an American production. It is written in a concise manner and treats the various phases of metal-surface printing in nontechnical terms, making it a comprehensive book for both worker and lay reader. Photolithography and offset presswork are given ample space. In reference to the wide range of work that the offset press has been adapted to, the following appears: "In Europe members of the lithographic craft regard the offset press with suspicion, and only recently British lithographers reluctantly conceded that they were adapted for commercial work, such as invoices, memorandum forms, bill-heads, etc., and such work, but a job of high-class chromo post-cards, done in no less than fifteen colors from a German offset press, has literally startled them. It affords some indication of the rapid developments that are taking place when we record that the basic process used for these post-cards was a photographic original on a metal plate. The finished chromos are most pleasing, tasteful productions and were printed from the offset machines at a higher rate of speed than this work was ever done before." This book is sold at $2. Both publications may be obtained through The Inland Printer Company.

Books for the Pressroom.

(651.) An employing printer writes: "We desire to procure a book to place in the hands of our pressroom employees. We desire the best work on presswork. Will you kindly advise us?" *Answer.*— We would say, do not stop with a book on presswork; give them a book on inkmaking, another on embossing and die-stamping. Place them in touch with the offset press by books on metallography. We suggest the following books: "Modern Presswork," "A Practical Guide to Embossing and Die Stamping," "Manufacture of Ink," "Metal Plate Printing," "Metallography." The last two books discuss in a comprehensive manner the principles that underly lithography, and treat of offset presswork. To those who are capable of following the problems further, would suggest a study of the color processes. Numerous articles of interest appear in "The Graphic Arts and Crafts Year Book," the fourth volume, which is about to be issued. "Penrose's Process Year Book" also abounds in matter which can not fail to be of profit to workers in the pressroom. These year-books are splendidly illustrated by the various prevailing methods, and they form a compendium showing the advance in the illustrative arts. For a deeper study of the color-processes, "Three-color Photography," by von Hubl, and "Photo-trichromatic Printing," by Zander, are books for the advanced students. Handbooks on papermaking and other crafts allied to the trade are equally valuable to the studious one. It is a favorable sign for the future of the printing trade that so many inquiries are made for books on technical subjects relating to printing. This thirst for fundamental knowledge of the trade is a desirable spirit of unrest. We believe it is the direct outcome of the International Typographical Union campaign for the education of apprentices and journeymen, which has attracted much attention in the trade.

PERSISTENT people begin their success where others end in failure.— *Edward Eggleston.*

Written for THE INLAND PRINTER.

FROM THE WESTERN SLOPE.

BY OUR OWN CORRESPONDENT.

MARCH proved a more satisfactory month for those following the printing industry than the two months preceding. A number of catalogues for spring goods have been let by wholesale and retail houses. Keen interest is taken in the proposal to celebrate the opening of the Panama Canal, in 1915, with an exposition in San Francisco. Especially are the followers of Caxton watching the move, for, if successful, the plan means many thousands of dollars for the craft during the next five years. A conference was held at Santa Barbara, late in March, to decide the rival claims of San Diego and San Francisco. The latter was the unanimous choice. It was thought that the smaller city's desire, though natural and possessing considerable merit, would militate against a California city receiving recognition, inasmuch as there are movements on foot to boom Washington, D. C., and New Orleans for the official United States city to celebrate the opening of the Panama Canal. Thousands of buttons have been printed in San Francisco bearing a large "1915" in the middle, with appropriate wording around the figures. Charles Sedgwick-Aiken, editor of *Sunset Magazine*, has been appointed to take charge of the publicity campaign. It is the intention of San Francisco's citizens to raise a subscription fund of $5,000,000.

NOTES FROM HERE AND THERE.

THE Effective Print Shop, of Lodi, California, is a new job-office.

ED R. WILSON has sold his interests in the Antioch (Cal.) *Enterprise*.

J. L. BROWN, of the Colma (Cal.) *Record*, has added a job plant to his newspaper outfit.

THE Colusa (Cal.) *Herald* moved into its new two-story building on Market street on March 28.

THE mechanical departments of the Pasadena (Cal.) *Star* are now in charge of R. W. Walker.

THE Bosqui Printing Company, of San Francisco, has acquired a 14 by 22 Colt's Armory press.

A No. 5 LINOTYPE machine has been installed by the Williams Printing Company, of San Francisco.

EVANS & HALLACK, of Lindsay, California, have added a 10 by 15 Chandler & Price press to their job-office.

THE Tribune Publishing Company, of Goldfield, Nevada, has added a Hickok ruling machine to its printing-office.

A 14½ BY 22 Chandler & Price press has been purchased by Ed M. Sehorn, of the Willows (Cal.) *Journal*.

JOHN STICH, proprietor of the Servian paper of San Francisco, has added a job plant to his printing facilities.

ASA WAUGAMAN, of the San Francisco Lithograph Company, has purchased another 10 by 15 Chandler & Price press.

W. S. O'BRIEN, editor of the Marysville (Cal.) *Democrat*, was assaulted by a defeated candidate for office, on March 22.

SEMORILE & BURNELL, of Napa, California, have installed a No. 4 Boston wire-stitcher and a Portland multiple foot punch.

FRED B. LLOYD, president of the Pacific Surety Company, of San Francisco, has sued John C. Piver, editor and publisher of the *Underwriters' Report*, for criminal libel, claiming that an article in the paper had maligned him.

C. H. INGERSOLL, of the watchmaking family, addressed the March 30 meeting of the San Francisco Advertising Men's Club.

SAN FRANCISCO'S Independent Pressroom has added a No. 3 Miehle to its battery, making a well-equipped office for the trade.

BORGEL & DOWNIE, of San Francisco, have purchased a 14½ by 22 Chandler & Price jobber from the Keystone Type Foundry.

GRANT LINCOLN, editor of the new paper at Klamath Falls, Oregon, selected his outfit, for printing the publication, in San Francisco.

A. E. VEATCH, editor of the Colville (Wash.) *Statesman-Index*, is a candidate for the Republican nomination for Congress in his district.

THE Sutter Publishing Company, of Yuba City, California, has acquired a Cranston cylinder press and a 14½ by 22 Chandler & Price press.

THE Schwabacher-Frey Stationery Company has moved its salesrooms and offices to elaborate quarters, at 210-218 Sansome street, San Francisco.

L. L. HARMAN, of Pasadena, California, has sold his Linotype machine to Los Angeles parties. It was formerly operated at Carvanza, California.

I. O. UPHAM, associate editor of the *Pacific Printer*, is traveling in Eastern lands, to see whether a larger trade can be secured for American printing supplies.

THE Noe Valley *Star*, of San Francisco, is a weekly paper of four pages, devoted to the locality from which it takes its name. S. R. Nichols is at the head of affairs.

JOHN J. HARRISON is editor of the Portland (Ore.) *Carman*, issued by the Railway, Light & Power Company, supported by the Brotherhood of Electric Railway Employees.

MRS. HARRY PALMER died during March, in Pasadena, California. She was the wife of Captain Harry Palmer, a former owner of the East Liverpool (Ohio) *Evening Review*.

THE *Mission Enterprise* appeared in San Francisco, on March 12. It is a weekly. C. J. Collins is manager and printer, and the editorial side is in charge of Edwin Coolidge.

THE *Sunshine Valley News*, of Biggs, California, appeared on March 21. It possesses six columns of home-print. T. F. Loughran is publisher, and Lucile B. Loughran, editor.

MUIRSON & WRIGHT, job printers, of San José, California, are installing a No. 1 Miehle, which will make a battery of three added to the plant within the last two or three years.

WILLIAM COOPER, of Salt Lake City, died on March 27. For a quarter of a century he had been associated with the Salt Lake Directory, and was a prominent member of the Knights of Pythias.

THE Oakland (Cal.) Board of Public Works awarded the contract for printing the municipal bonds to the Oakland Lithograph Company. The bonds are to be delivered within ninety days.

THERE are no signs of the *Sun*, San Francisco's Democratic penny daily-to-be. This failure to keep promises to appear has been a theme of conversation among the members of the printing fraternity, but the managing editor

states that it is likely the month of April will see the first issue. It is thought that the controlling powers are making sure that the financial resources will be sufficient to satisfy all needs.

THE organized retail clerks of California have decided to print ten thousand booklets each month, and mail them to trade-unionists, for the purpose of strengthening the early-closing movement.

AN advertising exhibition will be held in June by the San Francisco Advertising Men's Association. A convention of the Pacific Coast Advertising Men's Association will be in session at the time.

JUNIOR Mergenthaler typesetting machines have been purchased by the Emmett (Idaho) *Index*, the Newman (Cal.) *West Side Index*, the Healdsburg (Cal.) *Enterprise*, and the Dunsmuir (Cal.) *Dispatch*.

THE *Sentinel* is a newspaper issued by the Eureka Valley Improvement Association of San Francisco. It advocates a site for the Panama-Pacific Exposition and other matters of interest to the locality.

AFTER a short life in Seattle, the *Salesman*, a new monthly magazine, moved down to San Francisco. It is published by a company consisting of Alex R. Schmidt, N. Davis and H. R. Bergh, Jr., at 789 Mission street.

THE *Evening Free Press*, of Mesa, Arizona; William D. Bell, of Phœnix, Arizona; the *Free Press*, of San Bernardino, California, and the *Chronicle*, of Klamath Falls, Oregon, have purchased No. 5 Mergenthaler machines.

MRS. CLARA E. CROCKER, widow of H. S. Crocker, died on March 31. The deceased was the mother of Charles H. Crocker, who is the present head of the H. S. Crocker Company, the pioneer printing-house of this section, and the largest.

FIFTY thousand dollars is being collected by the Sacramento (Cal.) Valley Association, to advertise the resources of that region. Over half the sum is in hand, and most of it will find its way into the hands of printers, pressmen, bookbinders and photoengravers.

The White Man saw the light of day in San Francisco during April. It is in the charge of A. E. Fowler, and, as its name implies, is a protest against the thousands of Orientals who have invaded California during the last few years. It will be printed monthly.

HOMER DAVENPORT, the cartoonist, is thinking of starting a weekly magazine in Portland, Oregon. It is said that J. E. Chamberlain, for years editor of the *Youth's Companion*, will be in charge, and the publication will give attention to home and country life.

ANTONE GERGET, editor of the Slavonian weekly, the *Jadran*, of San Francisco, attacked wife-beaters in an editorial. A subscriber took the article as an affront, and struck Mr. Gerget, who was obliged to have his assailant arrested and proceed to a hospital for repairs.

THE merchants of San Francisco's Chinese quarter have extensively advertised the proposed Panama Canal Exposition by means of booklets and otherwise. The wily Celestials realize that a celebration would net their curio stores and other attractions many a good round American dollar.

THE unfortunate situation in the Allied Printing Trades Council, of San Francisco, continues. It looks now as though there would be two bodies in the field, for the majority of the local unions have refused to obey the mandate of the Joint Conference Board of the Allied Printing Trades Council. In this stand they are undoubtedly supported by their internationals. The trouble arose originally over a dispute between the photoengravers and printers, as to which organization should be awarded jurisdiction over Rouse blocks. One thing led to another, and it is problematical what the outcome will be.

THE Dunsmuir (Cal.) Dispatch Publishing Company filed articles of incorporation on March 29. Charles E. Carter, Fred Eske and Vista L. Carter are the directors, and the capital stock is $10,000. In addition to publishing a newspaper, a job-office, replete with modern improvements, has been opened.

SPOKANE'S new daily, the *Inland Herald*, increased the minimum rate of pay for all its employees 50 cents a day. The notice was posted on March 22, without the least solicitation on the part of the force, and was a surprise of a joyful nature. The typographical union gracefully expressed its thanks on behalf of the printers.

CHARLES F. MCDONALD, of Los Angeles, has announced his candidacy for California's State printer. The typographical union of the Southern city is supporting him. D. D. Sullivan, of the pressroom of the State printing-office, says that he is not an aspirant for the position, though his name has been published freely in this connection.

THE *Mercury* and *Herald*, of San José, California, have incorporated for $125,000. J. O. Hayes, W. P. Lyon and C. L. Hayes, of Edenvale, California, are the directors. The Mercury-Herald Company is the new name. While the same management heretofore handled the papers, yet they were incorporated under separate articles.

A STRANGE thing happened in bidding for the official printing of San Francisco. The two evening papers, the *Bulletin* and *Post*, love each other the wrong way. It is considered unlikely that there was the least collusion, and yet they both turned in estimates of 29 cents a square. The *Post* had just completed a year's contract at 24 cents a square. The municipal authorities gave the contract to the *Post*, because that paper's politics suited best.

SACRAMENTO, California, has a new paper house, the Richardson-Case Paper Company. A five-year lease has been secured on a building at 1121 Front street, and all lines of paper and twine will be carried. The company is incorporated for $50,000. Walter W. Case was formerly head of the wrapping department of Blake, Moffit & Towne, San Francisco, and C. A. Richardson was secretary of the Bonestell-Richardson Company, of California's metropolis. The other member of the firm is H. H. Case.

THE Zellerbach Paper Company, of San Francisco, Oakland and Los Angeles, has absorbed the Pacific Paper Company, of Portland, Oregon, and the Idaho Paper Company, of Boise, Idaho. It is reported that a little over a quarter of million of dollars was the purchase price. Louis A. Colton, a household name in the paper trade in this Western country, has been selected as manager of the two Northern houses, and Ben Levison, a member of one of San Francisco's best-known printing families, has been promoted to the desk vacated by Mr. Colton.

SAN FRANCISCO TYPOGRAPHICAL UNION has raised its scale $1 a day in those offices devoid of sanitary requirements and without proper contrivances for carrying off unhealthy gases and fumes from melting-pots and stereotyping plants. Several members of the organization have paid the price of improper surroundings with their lives, since the big fire, and it was thought high time that proprietors realized that their shops should be improved, that is, some of them, for many have printing establishments that would be a credit to any city in the United States.

PROCESS ENGRAVING

BY S. H. HORGAN.

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company.

International Association of Photoengravers.

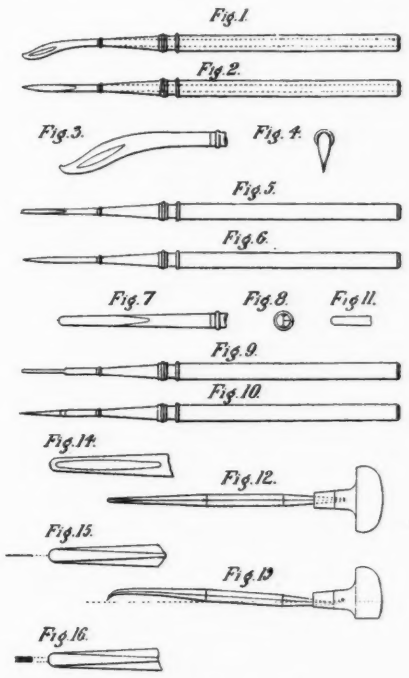
Here is an organization devoted solely to the uplift of the photoengraving business, and deserves the support of everyone connected with processwork. During the past three years it has been most active. It will be recalled that it was through the efforts of this association that tax-free alcohol was secured for use in collodion. The price of ether has been reduced to one-third what it was two years ago. It was also one of the strong influences in Washington which secured an increase of three hundred and twenty-five per cent on the tariff on foreign-made postal cards, so that we now have a great business brought to this country. The officers of this association believe that with the introduction of a proper cost method, engravers will quickly learn which part of their product is produced at a loss, and, being sensible business men, will eliminate that feature of the business by a natural increase in prices. And so they have secured the services of a competent auditing company to prepare such a simple cost system, and supply it free to members of the association. The dues in the association are but $10 a year, without any initiation fee. About June 7 they will hold their annual convention, in Buffalo, where they expect to have a number of notable addresses on subjects of great interest to the craft. The officers of the association are: H. C. C. Stiles, of Washington, D. C., president; Thomas Heath, Buffalo, vice-president; George Brigden, Toronto, secretary; John C. Bragdon, Pittsburg, treasurer. The members of the Executive Committee are: George H. Benedict, Chicago; L. F. Eaton, Detroit; H. A. Gatchel, Philadelphia; Frank H. Clark, Cleveland, and George Meinshausen, Cincinnati.

Cement for Porcelain Evaporating Dish.

The McDermid-Salnave Engraving Company, Spokane, Washington, ask: "Can you inform us of a cement of some kind suitable for cementing a porcelain evaporating dish, after it has been cracked by heat? Also, we would be pleased to hear more about your 'Where They Get It in the Negative,' in the April number." *Answer.*— If you could get enough fish-glue enamel solution into the crack of the porcelain dish and expose it to sunlight for several days, the heat used later would bake the enamel and you might use it for some time. The regular cement for the purpose is composed of fish-glue, four parts; water-glass, six parts, and precipitated chalk, one part. Rub down to a paste and press into the crack from both sides; then bind the dish tightly, and dry the paste in a warm oven. Before risking a silver bath in a repaired porcelain dish, it would be well to try it on the stove with clean water first. It might be said that an evaporating dish will last indefinitely, if the precaution is taken to use it in a sand bath, or keep a piece of stout wire gauze between it and the gas flame or other heat. About that paragraph in this department for April, an article with the title, "Get It in the Negative," by the present writer, will be found in "Penrose's Pictorial Annual" for this year, page 87.

Engraving Tools for Negative and Positive Films.

Joseph Bell, of London, has patented a series of tools for scraping lines through negative films, to produce black lines in the block, and for removing the enamel or other resist from the metal plate, so as to obtain white lines in the finished etchings. Figs. 1 to 4 are different views of the same tool, which is designed to scratch on a negative,



TOOLS FOR CUTTING IN FILMS.

and will produce a graduated line by slightly rotating the tool as an artist does his pencil or pen during the formation of a line. Lines of various thicknesses can be scratched in a negative film, by bringing different curves of the tool to cut the film. Figs. 5 to 11 illustrate tools to scratch fine straight lines in either negative or resist on metal, and Figs. 14 to 16 show the tool for cutting broad lines in films. It also indicates how this tool can be used in a graver handle.

Cause of Low Prices in England.

An English processman, who has been working a long time in America, thus writes to London *Process Work:* "I notice you are quoted as taking a gloomy view of process, and that neither masters nor men are making money. To my mind, it is cheap labor that has done the mischief. If the masters had recognized the union minimum long ago, and had employed only union men, price-cutting would have been avoided. It is evident there would have been more margin of profit at 1 shilling per inch and good wages, than at 4 pence an inch and low wages, as the latter figure is getting dangerously near the cost of materials. The mischief was done by firms getting incompetent men,

at low wages, and then cutting the price on the false supposition that the work would be up to the standard. This means a cut all around, and prices once down stay down. If they had a regular wage, the prices would be kept at a level, as no firm could calculate on cutting out another firm in the matter of wages paid to workmen. I believe in that way the union in the United States has been an advantage to both masters and men, as no firm can cut the price on the expectation of getting expert labor at a low figure."

A Lumière Memorandum-book.

From Mr. Claudius Poulaillon, the efficient manager of the Lumière North American Company, Burlington, Vermont, comes "Agenda Lumière," for 1910, which contains most valuable facts and figures about photography, for those who read French. As a frontispiece it has a three-color reproduction of a portrait, made on one of Lumière's wonderful autochrome plates. Among the features of this memorandum-book is a vocabulary, in six languages, of the various chemicals used in photography. From this are reprinted here some of the names of the principal chemicals used by processworkers. THE INLAND PRINTER readers in South America, as well as central and southern Europe, will be interested in this, as it will enable them to translate the formulas found in this department into their own language.

ENGLISH	FRENCH	GERMAN	ITALIAN	SPANISH
Acetic acid	Acétique (acide)	Essigsäure	Acetico (acido)	Acetico (ácido)
Acetone	Acétone	Azeton	Acetone	Acetona
Albumen	Albumine	Albumin (Eiweiss)	Albumena	Albumena
Alcohol (methyl)	Alcool méthylique	Methylalkohol	Alcool metilico	Alcohol metilico
Alcohol (ethyl)	Alcool éthylique	Ethylalkohol	Alcool etilico	Alcohol etilico
Alum (potash)	Alun de potasse	Kalialaun	Allume di potassa	Alumbro de potasa
Ammonia	Ammoniaque	Ammoniak	Ammoniaca	Amoniaco
Ammonium bichromate	Bichromate d'ammoniaque	Ammonium bichromat	Bicromato d'ammoniaca	Bicromato de amoniaco
Ammonium iodid	Iodure d'ammonium	Ammoniumiodid	Ioduro d'ammonio	Ioduro de amonio
Benzol or benzine	Benzine	Benzol	Benzina	Bencina
Bichromate of potash	Bichromate de potasse	Kalium bichromat	Bicromato di potassa	Bicromato de potasa
Borax	Borate de soude	Borax	Borato di soda (borace)	Borato de sosa (borax)
Chrome alum	Alun de chrome	Chromalaun	Allume di croma	Alumbre de cromo
Cadmium bromid	Bromure de cadmium	Cadmiumbromid	Bromuro di caddio	Bromuro de cadmio
Calcium chlorid	Chlorure de calcium	Calciumchlorid	Cloruro di calcio	Cloruro de calcid
Chlorid of gold	Chlorure d'or	Goldchlorid	Cloruro d'oro	Cloruro de oro
Citric acid	Citrique (acide)	Citronsäure	Citrico (acido)	Citrico (ácido)
Cyanid of potassium	Cyanure de potassium	Kaliumcyanür	Cianuro di potassio	Cianuro de potasio
Caustic potash	Potasse caustique	Aetzkali	Potassa caustica	Potasa cáustica
Caustic soda	Soude caustique	Aetznatron	Soda caustica	Sosa cáustica
Copper sulphate	Sulfate de cuivre	Kupfersulfat	Solfato di rame	Sulfato de cobre
Dextrin	Dextrine	Dextrin	Destrina	Dextrina
Ether	Ether ordinaire	Aether	Etere ordinario	Eter ordinario
Formalin	Formoline	Formolen	Formolena	Formoleno
Ferrous oxalate	Oxalate ferreux	Eisenoxyduloxalat	Ossalato ferroso	Oxalato ferroso
Gallic acid	Gallique (acide)	Gallussäure	Gallico (acido)	Galico (ácido)
Glycerin	Glycérine	Glycerin	Glicerina	Glicerina
Gum arabic	Gomme arabique	Gummi arabikum	Gomma arabica	Goma arábiga
Hydrochloric acid	Chlorhydrique (acide)	Salzsäure	Cloridrico (acido)	Clorhidrico (ácido)
Hydrofluoric acid	Fluorhydrique (acide)	Fluorwasserstoffsaüre	Fluoridrico (acido)	Fluorhidrico (ácido)
Iron chlorid	Chlorure de fer	Eisenchlorür	Cloruro (per) di ferro	Cloruro (per) de hierro
Iodin	Iode	Jod	Iodio	Iodo
Iron perchlorid	Perchlorure de fer	Eisenchlorid	Perchloruro di ferro	Percloruro de hierro
Iron sulphate	Sulphate ferreux	Eisenoxydulsulfat	Solfato ferroso	Sulfato ferroso
Lead acetate	Acetate de plomp	Bleiacetat	Acetato di piombo	Acetato de plomo
Mercury bichlorid	Bichlorure de mercure	Quecksilberchlorid (Sublimat)	Bicloruro di mercurio	Bicloruro de mercurio
Nitric acid	Azotique (acide)	Salpetersäure	Azotico (acido)	Azótico (ácido)
Oxalic acid	Oxalique (acide)	Oxalsäure	Ossalico (acido)	Oxalico (ácido)
Potassium bichromate	Chromate neutre de potasse	Kaliumchromat	Cromato neutro di potassa	Cromato neutro de potasa
Potassium iodid	Iodure de potassium	Kaliumiodid	Ioduro di potassio	Ioduro de potasio
Pyrogallic acid	Pyrogallique (acide)	Pyrogallussäure	Pirogallico (acido)	Pirogalico (ácido)
Starch	Amidon	Stärke	Amidone	Amidon
Silver nitrate	Azotate d'argent	Salpetersaures Silberoxyd	Azotato d'argento	Azotato de plata
Shellac	Gomme laque	Schellack	Gomma lacca	Goma laca
Soda hyposulphite	Hyposulfite de soude	Fixiernatron	Iposolfito di soda	Hiposulfito de sosa
Sulphuric acid	Sulfurique (acide)	Schwefelsäure	Solforico (acido)	Sulfurico (ácido)
Turpentine	Térébenthine	Terpentin	Terebentina (essenza di)	Terebentina (esencia de)

To Avoid Scum When Using Enamel.

What etcher has not had trouble with enamel scum when etching copper? Many have been the queries addressed to this department regarding it, and many remedies recommended for it. A writer in *Process Work* handles the subject in such a clear manner, that it is well worth reproducing. He says the principal causes of scum are: A negative with woolly dots; heating the plate too strongly, after coating with enamel, before printing; overprinting; insufficient development and washing out after dyeing. Excessive printing and careless washing out are the most prolific sources of scum, and both can be easily remedied by the exercise of a little thought and care. A properly printed plate should only require a little brushing out with a little weak perchlorid of iron solution, and a swish under the tap, to be ready for the bath. When a plate refuses to open to a vigorous mop and iron perchlorid, one or another of the following methods will be found effective. Heat the plate strongly, then rub it with cotton wool, charged with fairly strong chromic-acid solution, taking care to go quickly and evenly over the surface, and to swill with water, before the acid can dry, else streaks may be left, which are difficult to remove. Weak cyanid of potassium is another very good clearer, as is also acetic acid (vinegar will do) and common salt. Another, and, perhaps, the most effective clearer, known as "gold," is

made by dissolving four ounces of potassium bichromate in two pints of boiling water, and, when the solution is cool, slowly adding eight ounces sulphuric acid. A strong stoneware jug is a suitable vessel to hold the solution, as great heat is generated on the addition of the acid. If a print refuses to open up, after one or all four methods have been tried, the best, in fact, the only thing to do, is to make the print over.

Points About Etching.

Mr. A. J. Newton read a paper recently before the Royal Photographic Society, in which he said that, in etching zinc, the presence of nitrous acid was necessary, otherwise the action was extremely slow. Nitric acid could not be used above a certain strength, or it would damage the resist. Perchlorid of iron for copper etching, if made stronger, became viscous, and thus a limit was soon set upon increased rapidity of action. The quickest etching bath of perchlorid had been found to be one of 35° B. As to the heating of solutions, this was impracticable in the case of nitric acid, on account of the softening of the ink commonly used in linework, but, with perchlorid, a higher temperature might be used, on account of the hard enamel resist. At 110° F. an etching bath acted in two-fifths of the time required at 60° F. Mr. William Gamble also read a short paper, at the same meeting, on etching, in which he said that, no matter how you etch a plate, whether in the tub or in the machine, the theory of the chemical action is the same. The interesting point was to find out why the work is done so much better and quicker in the machine than in a tub, and why one machine does it better and quicker than another machine. One thing was common to all etching processes and was discovered very early by the old etchers — that, to prevent the acid from attacking the resist on the plate, the solution must be kept in motion, and that, to quicken the etching, the scum or oxid formed by the action of the acid on the zinc, must be removed. He did not think that rocking the bath slowly, as was generally done, actually quickened the etching, except in the sense of making it more uniform. It did not seem to have occurred to the old etchers that more violent agitation of the acid than mere rocking of the bath would quicken the etching.



HIS FIRST JOY-RIDE.
Photograph by S. H. Horgan.

Starting Photoengraving at a Small Outlay.

The many readers who have inquired of this department the cost of a small engraving plant will be interested in a letter in the *British Journal of Photography*, for March 18, in which a writer describes such an outfit, and from which these few sentences are taken: "Respectable photoengravings may be produced at small capital outlay for plant. But, it must be emphasized, that skill is all the

more necessary when conveniences are few. The camera should be of a size to take the largest plate likely to be wanted. Such a camera and stand are well within the capacity of a good cabinetmaker. A good rapid rectilinear lens is all that is necessary, if of sufficiently long focus. Prism or mirror can be dispensed with, reversing the negative either by stripping or photographing through the glass. The 'economic' half-tone screen, 150-line, can be purchased, and coarser screens made from this by copying. Now, for a handbook to make the actual negatives and etch the plates, let him take the 'Jenkins' Handbook of Photoengraving' (third edition), by N. S. Amstutz, published by The Inland Printer Company, Chicago. To cut up the metal a powerful treadle-saw should be used. A whirler can be easily made. For heat, if gas is not available, a Primus oil-blast stove is quite suitable. For etching, wooden troughs, well pitched inside, will last a long while. For mounting, the already mentioned circular-saw will be often requisitioned, and the other necessaries are a fret-saw, to cut out any large spaces, and a shoot-plane having two cutters, one to plane up the wood mount and the other to put a bevel on the metal plates. This latter is not absolutely indispensable, as the bevel can be filed down. Such a plant could be got together, in England, including sundries, for say, £50 ($250).

Making camera and slide, say	£15	0	0
R. R. lens, 20-inch focus	5	0	0
Cross-line screen, 150-line, 10 by 12	10	0	0
Treadle saw	7	0	0
Whirler	1	0	0
Fret-saw	0	10	0
Plane	7	0	0
Sundries	4	10	0
	£50	0	0

"The figures are easily criticized, but they give a useful indication of the least expenditure on which a photo-engraver can commence making cuts."

Remedy for Bichromate Poisoning.

J. B. White, Des Moines, Iowa, writes: "Understanding that you have in one of your back numbers a cure for bichromate poisoning, I would be very thankful if you would send me the same." *Answer.*— The ointment for bichromate poisoning was published in this department for December, 1905, page 419, but should be reprinted every five years, as there are many sufferers from this trouble. There is no cure for it. One troubled with bichromate poisoning will always suffer from it as long as he remains in the business and handles bichromate. The irritation may be allayed by the use of an ointment of glycerin, one-half ounce; carbolic acid, one dram, and alcohol, five ounces. Washing the hands in a five per cent solution of sodium bisulphite will destroy the bichromate and prevent its poisoning action. The treatment for bichromate sores, recommended by physicians, is the use of nitrate of mercury ointment *(Unguentum hydrargii nitratis)*, which may be obtained from a druggist. If not to be had readily, it is compounded as follows: Mercury nitrate, one ounce; nitric acid, three ounces; prepared lard, four ounces; olive-oil, eight ounces. To prepare, dissolve the mercury in the acid, and, by gentle heat, melt the lard in the olive-oil, placing both in a vessel standing in hot water. Bring the water to a boil and add the mercury solution, also heated to boiling. Mix the two thoroughly, and, if the mixture does not at once froth up, increase the heat until it does, and stir until cold. After it congeals it can be pressed into covered glass bottles, for use like vaselin.

THERE is no little enemy.— *Franklin.*

Compiled for THE INLAND PRINTER.

INCIDENTS IN FOREIGN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

ENGLAND.

THE Leeds branch of the Typographical Association celebrates its one hundredth anniversary this year.

THE Newcastle *Courant*, established in 1711, one of the oldest weekly newspapers in the English provinces, has ceased publication.

THE London Society of Compositors, according to the annual report, at the beginning of this year had 12,090 members and assets of the value of £62,158 ($302,400), including some property in St. Bride street. There was an increase in income during the past year of £1,412, against a loss in 1908 of nearly £2,000.

ACCORDING to latest statistics, the printers', binders' and papermakers' associations of England have 59,867 members. The Typographical Association (of the provinces) has 20,000 members; the London Society of Compositors, 12,090; the Scottish Typographical Association, 4,238; the Lithographers' Union, 5,000, and the London Typefounders' Union, 164.

THE Newspaper Proprietors' Association and the London Society of Compositors, after much negotiation, have agreed upon a minimum rate of wages. For morning newspaper work, with a forty-two-hour week, the rate is £3, 3s. ($15.30); overtime limit, eight hours. For evening newspaper work, with a forty-eight-hour week, the rate is the same, as is also the overtime limit.

MR. BOWERMAN, a compositor elected to the lower house of Parliament, believing that what is sauce for the goose is sauce for the gander, is proposing to the ministry of the interior that all books copyrighted in England shall be set up and printed in this country, this proviso copying a similar one in the United States copyright laws. Much complaint is heard in the printing trade over the fact that many English books are produced in America and Holland, the printed sheets being sent here to be bound; also that electrotypes are often imported for printing books which have copyright privileges.

THE English postoffice department has recently reduced the rate of postage on newspapers, magazines and trade journals to Newfoundland, from ½ penny (1 cent) per ounce or 4 pence (8 cents) per pound to 1 penny per pound; but they must be sent by direct Newfoundland or Canadian packet. By the way, one never hears any complaints from the British or other foreign postoffice departments over "losses" in handling periodical matter. On the contrary, they seem rather to encourage the increase of it, as witness the German postoffice's system of acting as subscription agent for any periodical published in the empire.

THE sixth of this month (May) marks the seventieth anniversary of the postage-stamp, for on this day, according to a writer in 1840, the English public "had the opportunity of purchasing small adhesive labels which they could stick on their letters. . . . It is an embossed stamp, consisting of a beautifully engraved head of Her Majesty, with a wreathed border to the die, and being prepared for printing at the same time. The head will show to advantage on a colored ground, if the printing and stamping be well performed. Messrs. Bacon & Co. are now printing the labels from steel plates, each of which affords two hundred and forty impressions of the original engraving."

GERMANY.

THE Dresden Royal Industrial Arts Society, in March, had on exhibition a comprehensive collection of calendars and almanacs of all sorts, under the auspices of the Dresden Graphic Association.

THE Deutscher Buchgewerbeverein (German Book Trades Association), as per its treasurer's annual report, at the beginning of this year had surplus assets of the value of 193,619 marks ($46,090). The association at this date had 1,277 members.

LINUS IRMISCH, a printer and proofreader, recently deceased in Braunschweig, made the city of Augustusburg his heir to an extensive collection of coins and medals, also books and manuscripts pertaining to numismatics, gathered by him. Herr Irmisch was a frequent contributor to the German printing-trade journals and also published several books on technical subjects.

ONE now sees frequent mention in the craft journals of Germany of journeymen passing examinations entitling them to be called "master printers," which, however, in that country does not mean a printer engaged in selling printed matter, or an employing printer, as it does in England and the United States. It rather is a gage of the competency of the person who proves himself worthy of the designation, and gives, according to the laws of Germany, certain privileges to its possessor, as against the restrictions placed upon those who are not "master printers."

AS ILLUSTRATING the liability of advertisers getting into trouble in Germany through making untruthful statements, one may instance the recent case of a publisher who, in announcing the starting of a newspaper, stated that the edition would be larger than that of any other paper in the city. When his paper came out he had printed at its head, "Edition, 7,000 copies." The publisher of the principal rival and long-established journal of the same place then sued him on the charge of unfair competition, and on proving that the older paper had a circulation of 10,300 caused him to be admonished by the court not to repeat the claim of having the largest edition, besides being saddled with the costs of the suit.

RUSSIA.

ACCORDING to a decision of the Russian customs department, foreign typefounders' specimen sheets, showing types, vignettes, borders, etc., are amenable to the payment of duties, as per Section 178 of the tariff laws. What next?

THE differences in the customs and needs of the peoples of Russia, the sparse population of the widely extended areas, and especially the linguistic chaos, readily account for the fact that the condition of the printing business in the various districts and cities exhibits the greatest variations. The Russian dominion is inhabited by about one hundred and forty tribal stocks, who, according to their strength and intellectual development, strive, more or less strenuously, to perpetuate their separate individualities. Naturally, this acts as a brake upon any coöperation between the members of the trade and prevents a proper illumination of the questions pertaining to the progress of the printing art. Then, the censorship and the police administration see to it that the Russian printery proprietors may not enjoy a bed of roses. When one takes into consideration the hundreds of "royal" print-shops, the shops of the several ministries, the departments of government, the military and the prisons, as well as those of the orthodox religious resorts, the monasteries, these having monopolies and generally employing cheap labor, such as convicts, soldiers and monks, which give most distressing competition to the private enterprises — the latter often supplied with poorly taught workmen — one can easily believe that the present status of Russian printerdom is not very propitious. Of course, in the last few years some improvements have developed, but, for the reasons stated, the evolution toward a healthy business condition will proceed at a much lower rate than in other backward countries.

AUSTRIA.

THE *Zeitung*, of Prague, on January 1 last began its two hundred and thirty-eighth year.

A PECULIAR record is that achieved by Matthias Ludwig Grill, who worked sixty years at the hand press, in the establishment of Carl Gerold's Sohn, in Vienna. Because of bronchial catarrh he has now retired from work. Twenty years ago he was presented with a medal of honor for forty years' service, and ten years ago he received a silver cross of honor for fifty years' faithful service.

AUSTRIA'S claim of printing newspapers in more languages than any other country is, no doubt, warranted, as the list comprises those in German, Italian, French, Magyar or Hungarian, Greek, Hebrew, Latin, Polish, Servian, Bohemian and Slavic, including a remarkable semimonthly, entitled *Acta Comparationis Literatim Universatim*, devoted to comparative literature, in many tongues and with contributions from all parts of the world.

ITALY.

MR. GOMPERS, the labor champion, reports that during his tour of Europe he found that there were at Milan not more than twenty nonunion printers, and that the local typographical union was one of the best he had met anywhere. This union has over fourteen hundred members, who enjoy a nine-hour workday and do not work on Sunday.

THE Mostra Politecnica, which is the name of a permanent technical and industrial exposition recently inaugurated in Milan (at Via Meravigli 16), and which also covers the graphic arts, including a room devoted to a display of printing and other trade journals, has just issued the first number of a very handsomely printed monthly bulletin, in which are catalogued the exhibitors and their displays, among which we note some prominent American concerns. Publishers of trade journals are invited to send copies (in triplicate) for exhibition in the section given up to them.

LUXEMBURG.

THE local association of printers of the city of Luxemburg, at a meeting on February 16, passed a resolution in future not to distribute among their customers calendars, either wall or pad, with their advertisements on them. They may, however, give away calendars without advertisements (which, of course, no one will be likely to do). Printers who are also stationers and book-dealers, in selling calendars, are likewise not to permit anything on them advertising their producers. The newspaper publishers have also agreed not to distribute any more calendars gratis with their papers. This sort of advertising must have become somewhat of a nuisance in Luxemburg.

FRANCE.

A PARISIAN engineer has invented a new typesetting machine, which he calls the "Pantotype," and which composes and distributes foundry type. It is to be exhibited this summer at the exposition in Brussels.

A LITTLE town in the Vogese mountains, named Saint Dié, is credited with being the place where was printed (in 1507) the "*Cosmographiæ Introducto*," in which the name "America" first appeared as applied to the Western Continent.

TITLE-PAGE CONTEST

CONDUCTED BY THE JOB COMPOSITION DEPARTMENT OF THE INLAND PRINTER

OPENS MAY 1 ∴ ∴ **CLOSES JUNE 15**

THE COPY

¶ The Marshall & Jackson Company, Musical Instruments and Sheet Music, 376 Madison Avenue, Harris, Maine. Catalogue for 1910.

THE RULES

¶ The size of the page is to be 6x9 inches, but the size of the form may vary according to the taste of the compositor. Seven proofs are to be submitted, mailed flat, in two colors—black and red—upon white stock, preferably smooth. The contestants may arrange the copy as they see fit, but no words are to be omitted, and none added. Reading matter must be printed from type, but any stock ornaments or other decoration may be used. The contest is open to all, and each contestant may submit as many designs as he sees fit. All entries must be addressed to Job Composition Department, The Inland Printer, 130 Sherman Street, Chicago, Ill.

THE AWARDS

First place, Twenty-five dollars. **Second place, Fifteen dollars.**
Third place, Ten dollars.

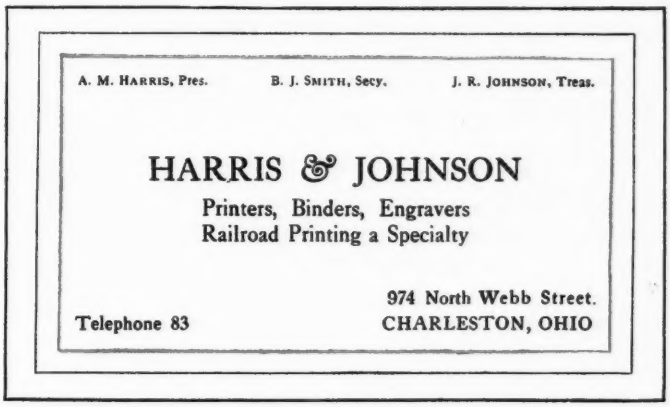
Fourth place, Three dollars in subscription or books.
Fifth place, the same.
Sixth place, the same.
Seventh place, the same.
Eighth place, the same.
Ninth place, Three dollars in subscription or books.
Tenth place, the same.
Eleventh place, the same.
Twelfth place, the same.
Thirteenth place, the same.

¶ The Three-dollar awards consist of either a year's subscription to The Inland Printer or books amounting to $3 from the following list:

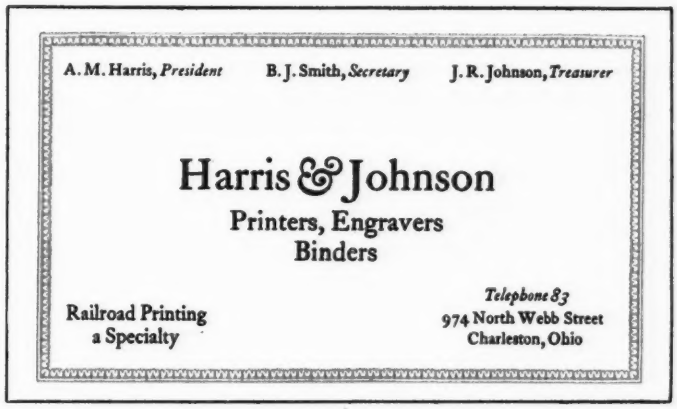
Vest-Pocket Manual of Printing, 50c.
Design and Color in Printing, $1.
Imposition: A Handbook for Printers, $1.
Impressions of Modern Type Designs, 25c.
The Principles of Design, $3.
Specimen Books: Bill-heads, 25c; Covers and Title-pages, 75c; Envelope Corner Cards, 25c; Letter-heads, 50c; Cards and Tickets, 25c; Menus and Programs, 50c.
Lettering for Printers and Designers, $1.

The Results of the Business Card Contest

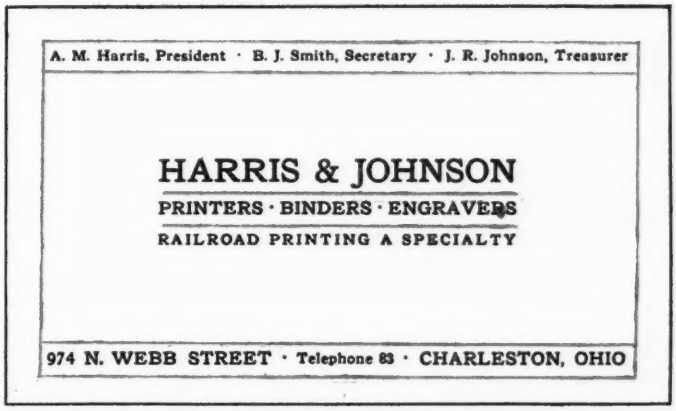
IN this and the seven following pages of this insert are shown reproductions of the thirteen prize-winners of the business card contest just closed, together with forty-six of the other designs submitted. The latter were chosen with a view to showing as much as possible of the variety of design which was brought out by the competition. To say that the enthusiasm and interest in this contest were widespread is to put it mildly. Never before has a feature of this character assumed such proportions, nearly a thousand — to be exact, 958 — designs being submitted by 462 contestants. These designs came from forty different States, as well as several foreign countries. One can well imagine that the work of the judges in selecting the prize-winners was no easy task, as the large number of entries made the classification a difficult proposition. As was perhaps inevitable, the more simple and conventional designs were chosen for the first three prizes. ¶ On another page of this issue will be found the announcement of another contest — the setting of a title-page being the problem. The contest opens on May 1 and closes on June 15, and the prizes are the same as those offered in the business card contest. The competition is open to all, and each contestant may send in as many designs as he may desire. Send in your entries early.



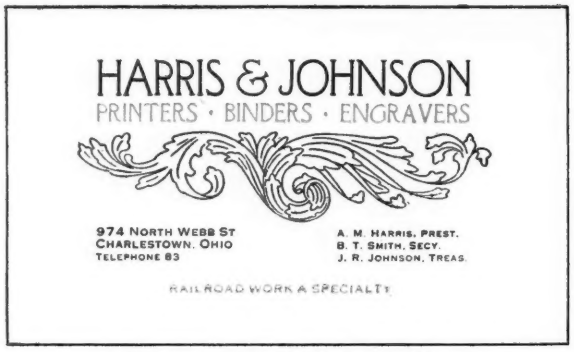
First Place. By Walter E. Brock, San Francisco, Calif.



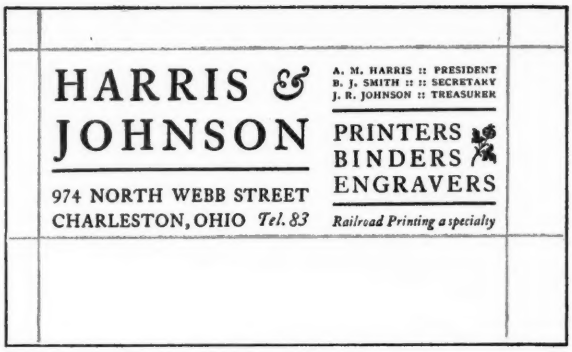
Second Place. By Max Albert, Jr., Milwaukee, Wis.



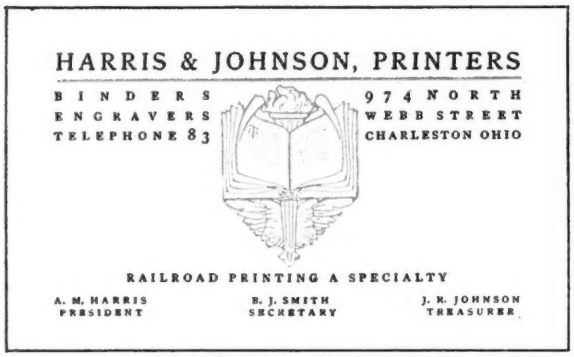
Third Place. By Theodore Backen, New York City, N. Y.



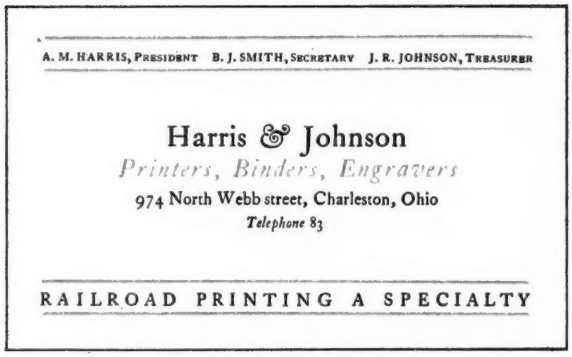
Fourth Place. By A. R. Gaskill, Helena, Montana.



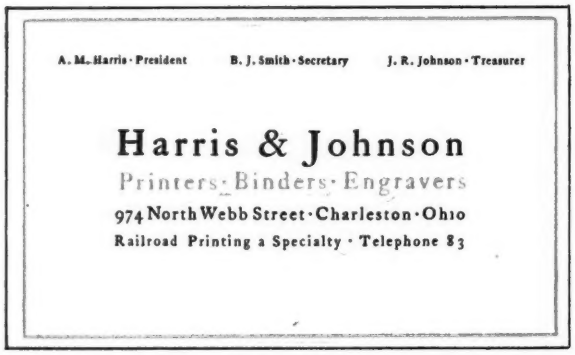
Eighth Place. By Austin M. Reblin, Boston, Mass.



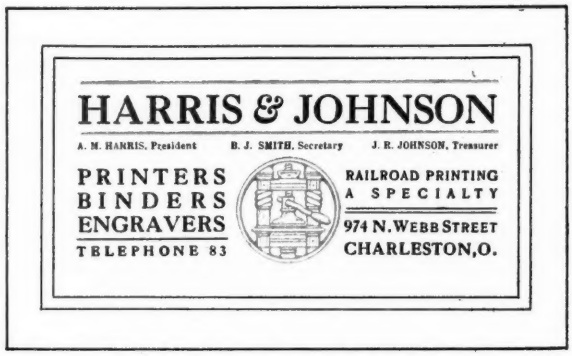
Fifth Place. By Otto Herman Miller, Hyde Park, Mass.



Ninth Place. By L. A. Johnson, Beachmont, Mass.



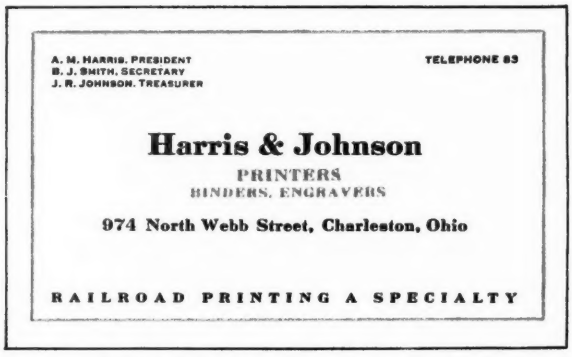
Sixth Place. By H. Rudgin, Roxbury, Mass.



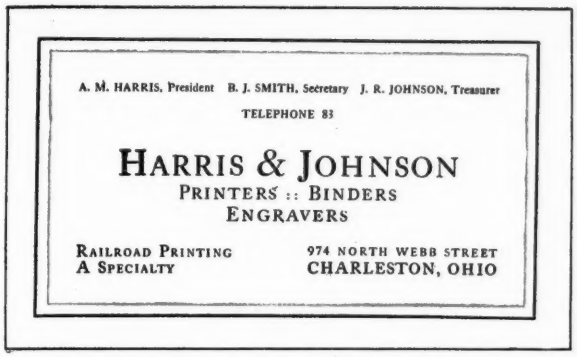
Tenth Place. By Geo. Macbeth, Buffalo, N. Y.



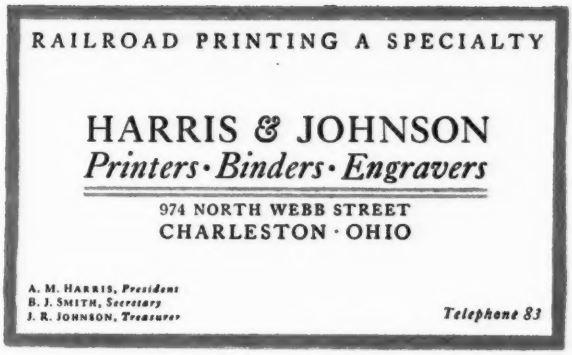
Seventh Place. By Will J. Cota, Burlington, Vt.



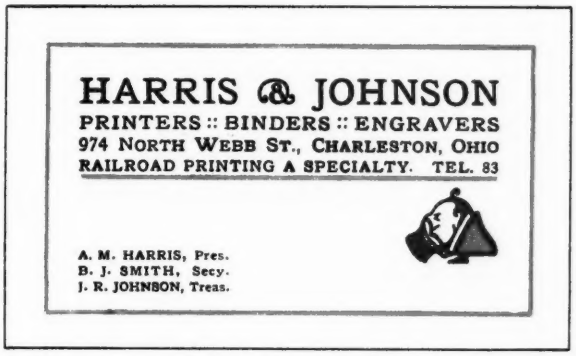
Eleventh Place. By F. L. Crocker, Jersey City, N. J.



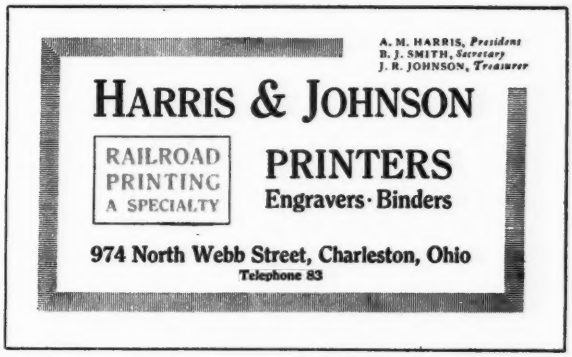
Twelfth Place. By Arthur G. Hallett, E. Liverpool, Ohio.



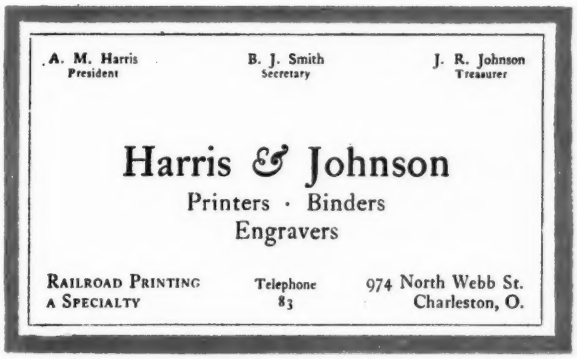
By Karl Kerntopf, New York City.



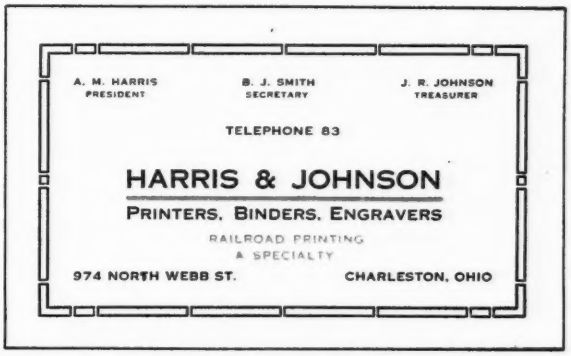
Thirteenth Place. By John H. Woods, Atlanta, Ga.



By Harry Haime, Cambridge, Mass.



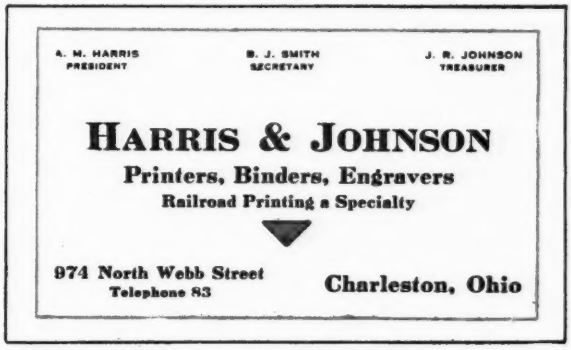
By Olaf Nelson, Brooklyn, N. Y.



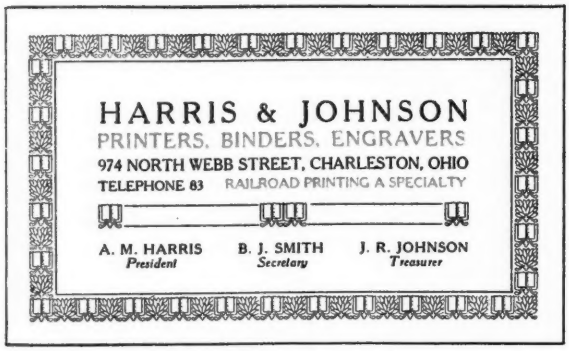
By Wm. B. Schmitt, Louisville, Ky.



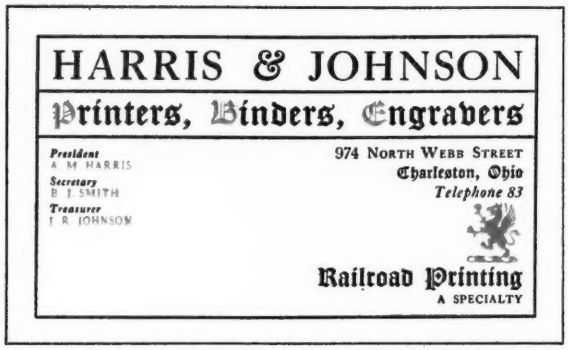
By C. C. Redd, Wilmington, N. C.



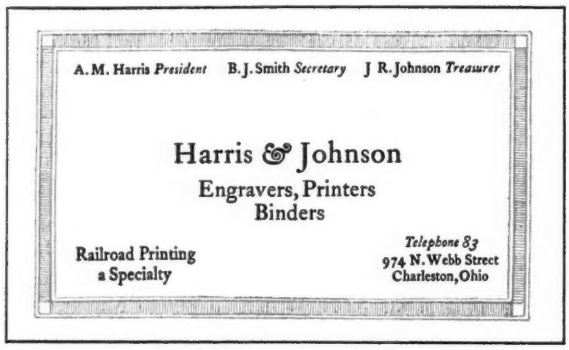
By R. W. Shepherd, Portsmouth, Va.



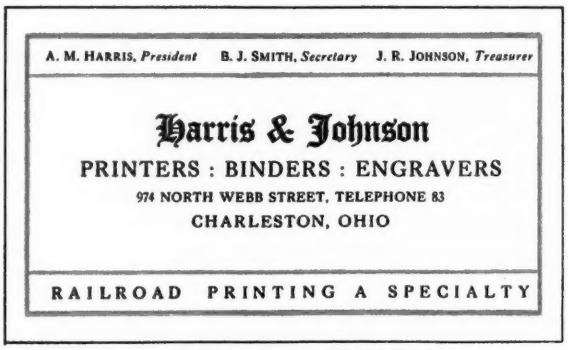
By H. D. Wismer, Fulton, N. Y.



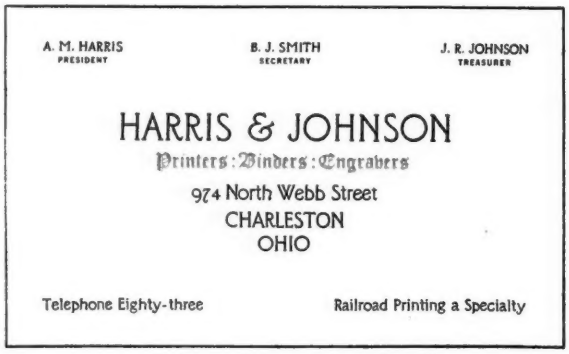
By Thos. A. Hussion, Galveston, Tex.



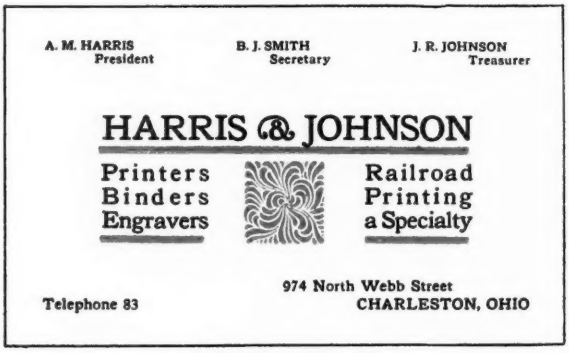
By Walter B. Gress, Brooklyn, N. Y.



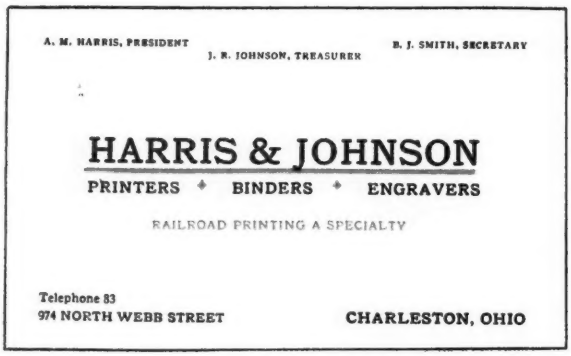
By Edw. C. Volimer, Wichita, Kans.



By Bertram B. Udell, Highland Park, Ill.



By N. C. Yager, Detroit, Mich.



By E. Gerndt, Wausau, Wis.



By Arthur Nelson, Brooklyn, N. Y.

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A. M. Harris, Prest. J. R. Johnson, Treas. B. J. Smith, Sec'y

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By A. K. Ness, Cheboygan, Mich.

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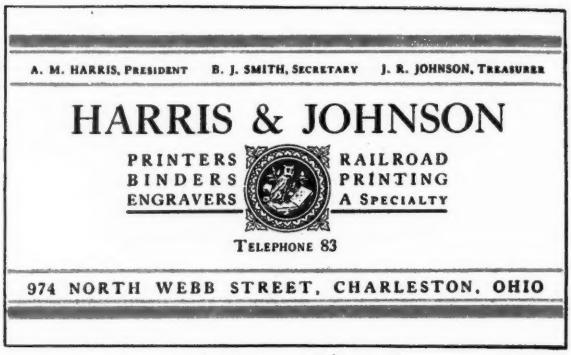
TELEPHONE, 83

RAILROAD PRINTING A SPECIALTY

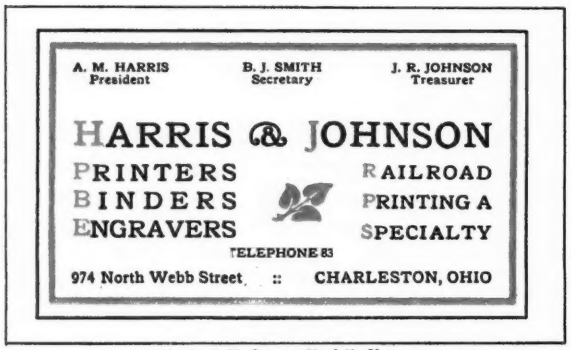
By Grant Van Etten, New York City.



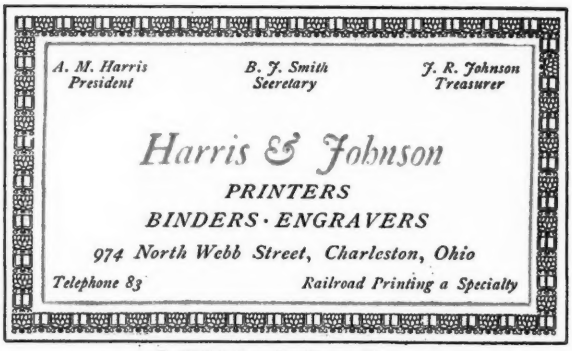
A humorous suggestion. By Oscar E. Winburn, New York City.



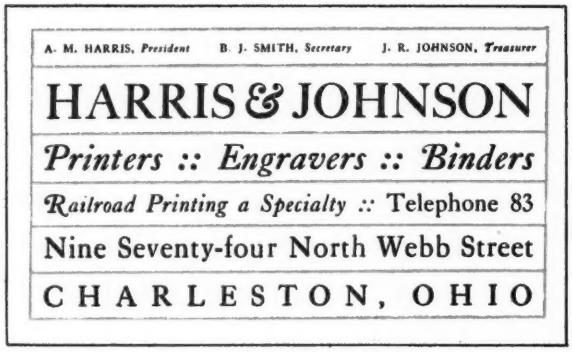
By E. F. Peterson, Galveston, Tex.



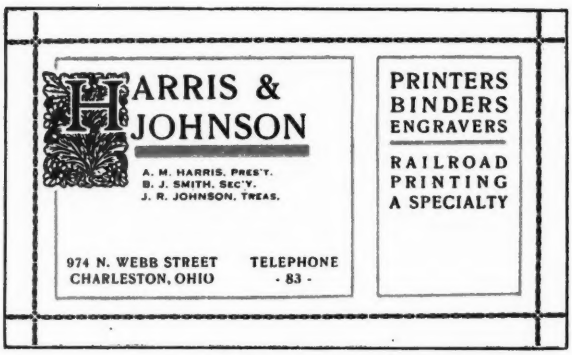
By C. M. Stover, Norfolk, Va.



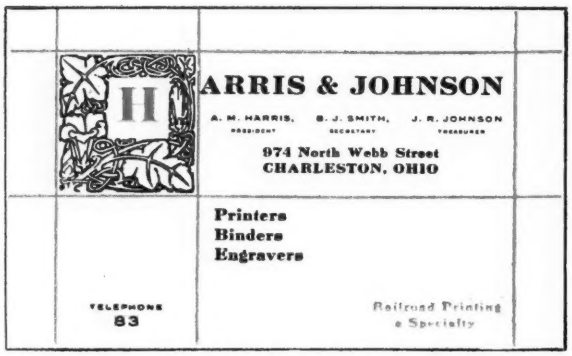
By Will J. Cota, Burlington, Vt.



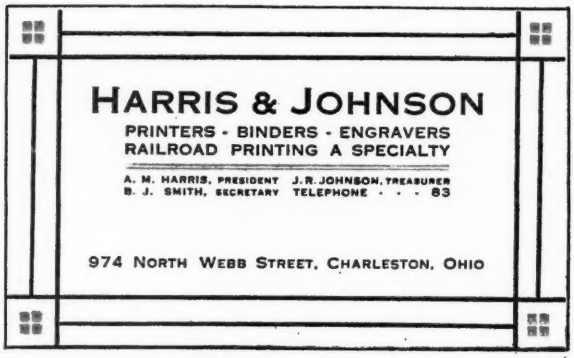
By W. C. Magee, Philadelphia, Pa.



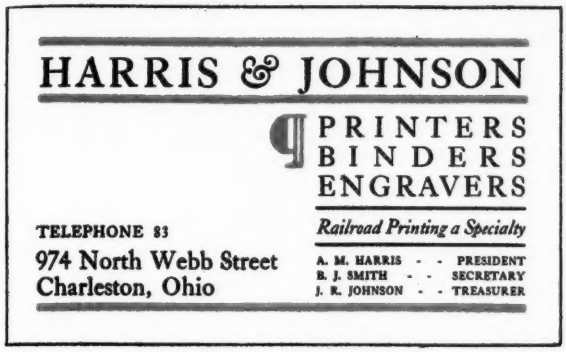
By W. S. Dressler, Camden, N. J.



By E. E. Daugherty, Oil City, Pa.



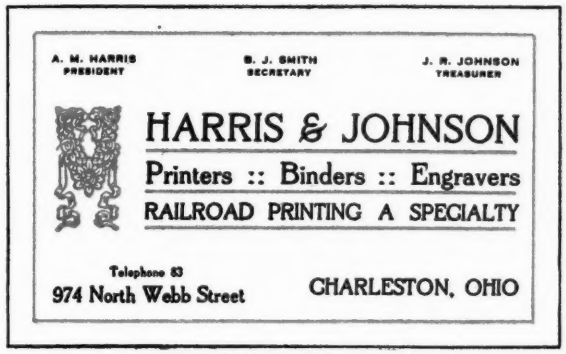
By Joseph Rudd, Lancashire, England.



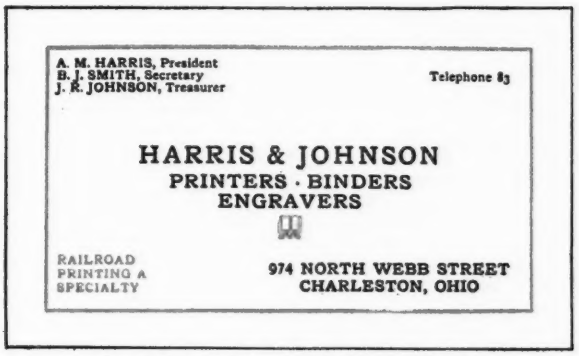
By H. J. Freeburg, Irwin, Pa.



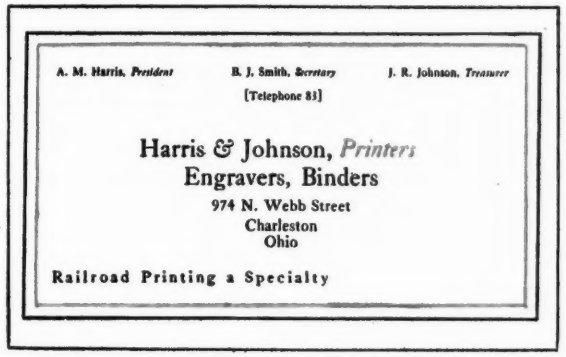
By Bertram B. Udell, Highland Park, Ill.



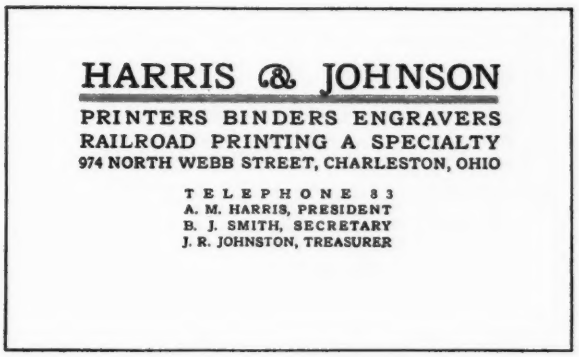
By R. W. Shepherd, Portsmouth, Va.



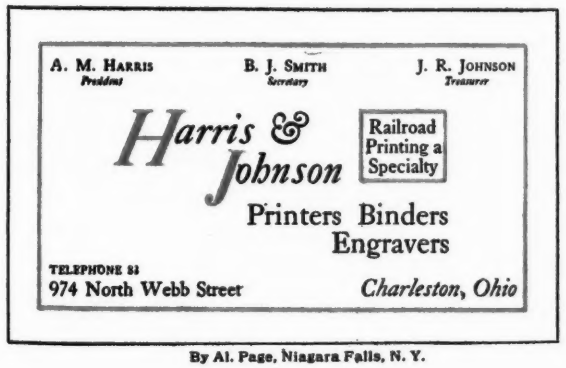
By Winfred Arthur Woodis, Worcester, Mass.



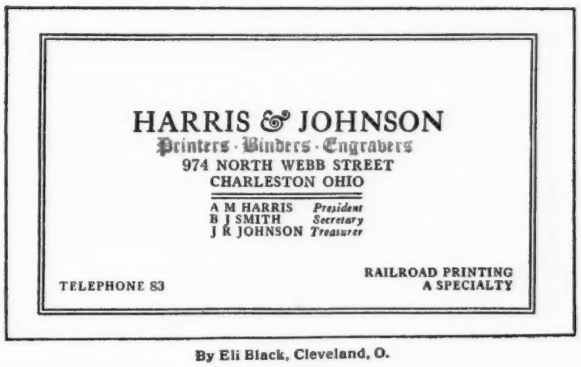
By Albert Prastmark, Crary, N. D.



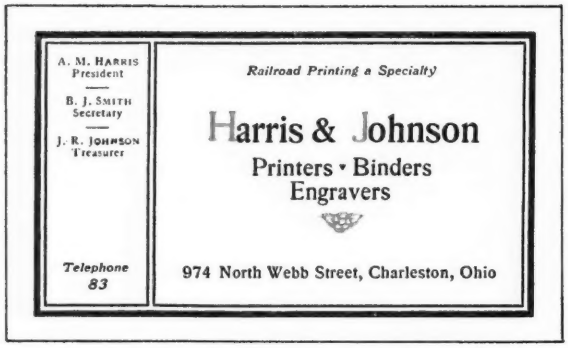
By Willoughby Fletcher, Windsor, Ont.



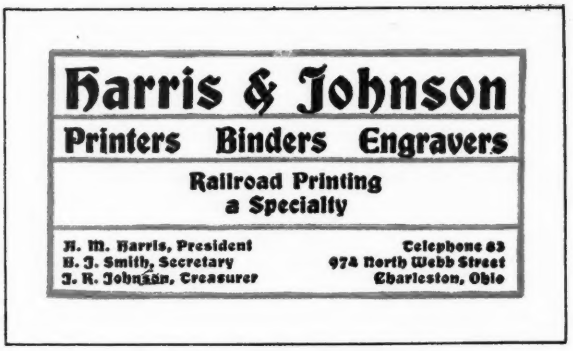
By Al. Page, Niagara Falls, N. Y.



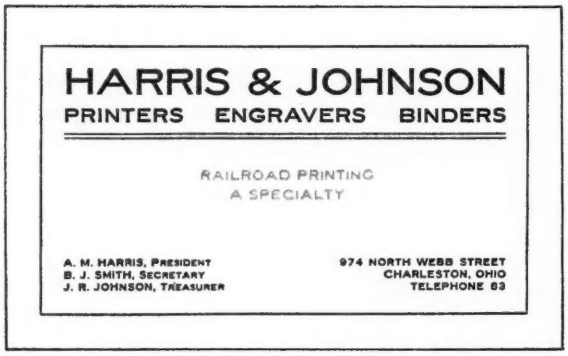
By Eli Black, Cleveland, O.



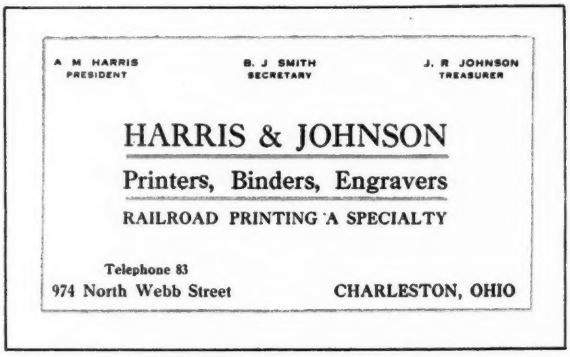
By Warren Goldsmith, Everett, Mass.



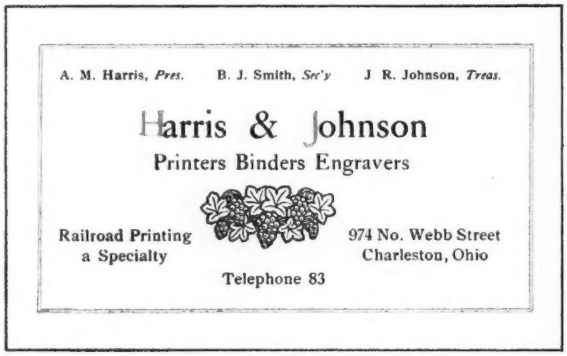
By Fred W Kiessling, Williamsport, Pa.



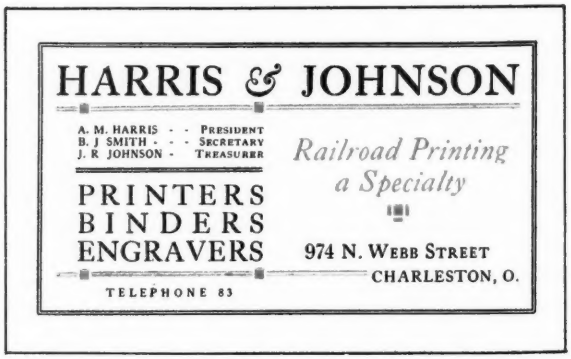
By Wm. B. Hemperley, Jr , Williamsport, Pa.



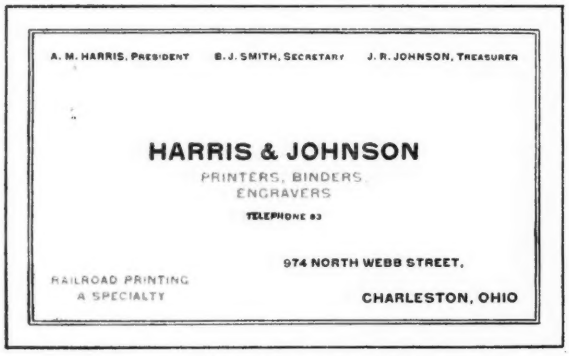
By R. W Shepherd, Portsmouth, Va.



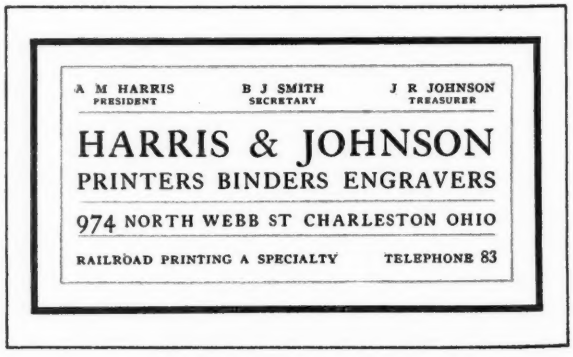
By Geo. R. Grady, Worcester, Mass.



By Fred. C. Meyer, Troy, N.Y.



By Martin Haugen, St. Cloud, Minn.



By Geo. R. Grady, Worcester, Mass.

JOB COMPOSITION

BY F. J. TREZISE.

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticized on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

The business-card contest just closed has been an unparalleled success. Never before has such a widespread interest and enthusiasm been manifested in a contest of this kind, and the number of entries was correspondingly large—958 designs being entered by 462 contestants. The designs came from Texas, California, Illinois, Louisiana, New Jersey, New York, Kansas, Ohio, Canada, Missouri, North Dakota, Pennsylvania, Virginia, Tennessee, Kentucky, Nebraska, Iowa, Connecticut, Mississippi, Minnesota, New Hampshire, Wisconsin, Massachusetts, Indiana, Colorado, Oklahoma, Hawaii, Montana, West Virginia, Washington, Wyoming, Idaho, Alabama, Georgia, Maryland, Scotland, South Carolina, North Carolina, Michigan, Maine, Utah, Delaware, Vermont and England, forty States being represented as well as several foreign countries.

As a result of the large number of entries, set under varying conditions and in widely different localities, the contest brings out what is to-day considered appropriate and pleasing in business-card arrangement. In the eight-page insert we have shown the thirteen prize-winning designs, together with forty-six other arrangements, the latter being chosen largely for their variation of style, in order that the reader may gather as many ideas as possible from the work submitted. In this way is the greatest good realized from contests of this kind, as the educational features are far more important than the question of prize-winning.

The first prize, $25, was won by Walter E. Brock, 768 Elizabeth street, San Francisco, California; the second prize, $15, was won by Max Albert, Jr., 297 Mitchell street, Milwaukee, Wisconsin; the third prize, $10, was won by Theodore Backen, 142 Fulton street, New York city. The ten $3 prizes were won by A. R. Gaskill, Helena, Montana; Otto Herman Miller, Hyde Park, Massachusetts; H. Rudgin, Roxbury, Massachusetts; Will J. Cota, Burlington, Vermont; Austin M. Reblin, Boston, Massachusetts; L. A. Johnson, Beachmont, Massachusetts; George Macbeth, Buffalo, New York; F. L. Crocker, Jersey City, New Jersey; Arthur G. Hallett, East Liverpool, Ohio, and John H. Woods, Atlanta, Georgia.

That the judges of the contest—Mr. John M. Larking, with The Henry O. Shepard Company; Mr. Edward D. Berry, of the Berry Press, and Mr. R. C. Stovel, of the Sleepeck-Helman Printing Company, all of Chicago—had no easy task in selecting thirteen prize-winners from a group of nearly one thousand cards is self-evident, and yet one can readily see that the decisions were made with careful consideration. Some of the trials of the judges, as well as their points of view on matters pertaining to the contest, are expressed in the following quotations from their letters:

> There is a feeling that a certain fitness in type selection and arrangement goes with the occupation that the printing stands for. We have a professional style, and a heavier style for the hardware man, and so on. Although the points of fitness and style might enter into the consideration of these specimens, yet second thought would immediately suggest that a printer is not bound by any question of style whatever. He need not be trammeled by precedent or convention in his printing. He may give the freest expression to his own ideas in this matter, and, I may add, he frequently does. He need be governed only by the good taste that should control all typework. He may be precise, conventional or ladylike at the one extreme, or strong, original or unique at the other, just as he pleases.
>
> This relieves the critic of the question of classification and bases his judgment on the single point of attractive typography.
>
> The elimination of classes, of course, makes the selection of the best thirteen from a field of five hundred potential prize-winners rather difficult. The problem resembles somewhat the thankless task of referee at a baby show, and in a lesser degree that of the person who dispenses the ribbons at a dog show, where every entry is bred for prize-winning.
>
> The writer selected from this large number of cards those that in his estimation were the most attractive, without any regard for any conventional arrangement or any particular type selection. Of course, being a typesetter, he appreciates some of the little refinements of composition, and in close decisions sometimes between cards of fairly relative merit, favored the one that showed more attention to good spacing and selection of type sizes. JOHN M. LARKING.

Mr. Berry, in analyzing the cards which he selected for prize-winners, reveals some interesting points of view, and shows an unusually careful consideration. To quote from his letter:

> That it was no easy task to select these from about one thousand specimens submitted will be accepted without argument, but it has been done to the best of my judgment and ability.
>
> In selecting this card (winner of fourth prize) I was moved by the following: After the unwise selection of a large and unwieldy ornament as a basic piece, the handling of it was so clever as to evoke admiration. The ornament itself opened the way to multitudinous errors, all of which have been studiously avoided. For instance, the two main lines might have been set the same length as the ornament and the officers' names might have "flushed" to the right, both of which would happen in the hands of a majority of job compositors, and the job spoiled. Its impressive appearance and faultless balance, together with the "virtues of non-commission," easily give it a high place in my judgment.
>
> EDWARD D. BERRY.

Mr. Stovel sees in the general appearance of the designs a tendency toward progression in things typographical:

> Using simplicity, coupled with style and balance, as a foundation by which to determine the prize-winning specimens of this business-card contest, the judges found it no easy task to select the ones that attained these qualifications in the greatest degree.
>
> That the interest in this contest has been unusually keen and appreciative is evidenced from the fact that 958 specimens were received from compositors in all parts of the world, and while some of the cards were a trifle faulty in details of construction, yet it proves conclusively that the general tendency in the "art preservative" is toward progression rather than otherwise. R. C. STOVEL.

With all due consideration for the question of winning a prize in a competition of this kind, the greater and broader feature of these contests is their educational value, and we are gratified to note that this is recognized by a great percentage of the contestants. While, of course, each one enters a competition of any kind in the hope of being a prize-winner, still, in a large number of the letters accompanying entries, the compositors have expressed themselves as appreciating the educational value of this work far more than the prize feature. The effort stimulated by the working out of the problem can not be other than beneficial to the contestant, while the designs published are a veritable storehouse of ideas for future work.

Owing to unavoidable delay, the portraits and biographical sketches of the prize-winners, together with a complete list of the contestants, could not be placed in the present issue, but will be published in the next number of THE INLAND PRINTER.

SPECIMENS

BY F. J. TREZISE.

Under this head will be briefly reviewed brochures, booklets and specimens of printing sent in for criticism. Literature submitted for this purpose should be marked "For Criticism," and directed to The Inland Printer Company, Chicago.

Postage on packages containing specimens must not be included in packages of specimens, unless letter postage is placed on the entire package.

STETTINER BROTHERS, New York.— The blotter, for April, is clever and catchy in text, and well arranged.

E. F. BARBER, Winston-Salem, North Carolina.— The blotter is attractive in design, and shows an excellent use of colors.

H. S. BLACKBURN, Tacoma, Washington.— The booklet of specimens is very neat, and shows excellent examples of good practical work.

MERCANTILE PRINTING COMPANY, LIMITED, Honolulu, Territory of Hawaii. — The specimens are all neat and attractive, the blotters being especially good.

ALFRED N. EVANS, Columbia, Missouri.— The letter-head is a most attractive specimen. The arrangement is original and the colors are thoroughly harmonious.

NATIONAL PRINTING COMPANY, Pittsburg, Pennsylvania.—The Easter cards are attractive, although we would prefer a green of a slightly more yellow hue on the hand-lettered one.

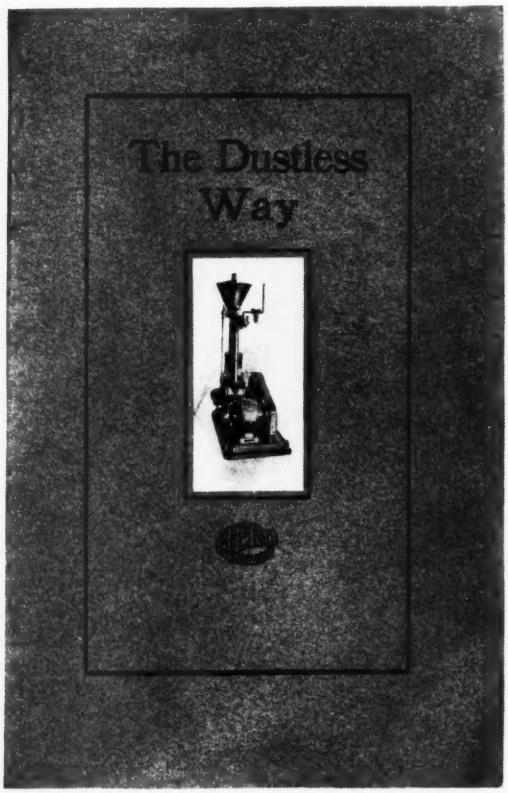
JAMES M. LAVERTY, New York city.— The letter-head and card show too many strong colors, the former being especially noticeable in this particular. The blotters are good in design and pleasing in color.

H. K. BRAILEY, St. Louis, Missouri.— The newspaper advertisements are excellent, and, being of such different nature from the general run of newspaper publicity, should be productive of excellent results.

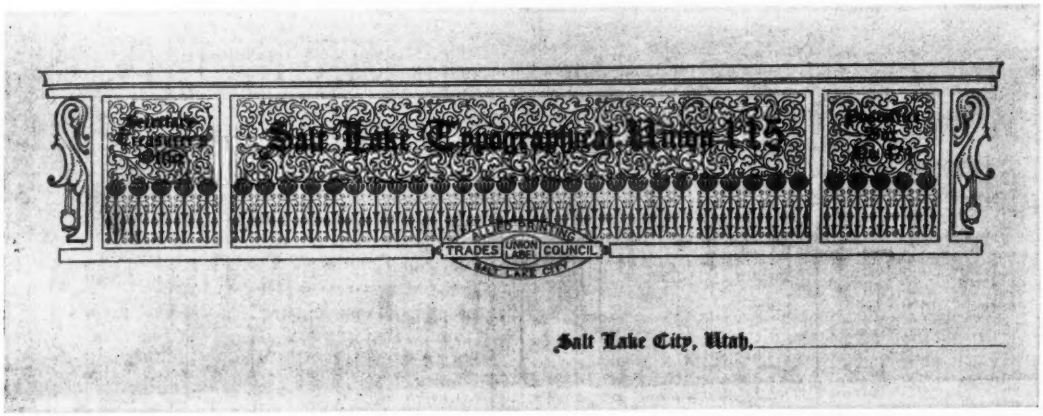
S. B. DOWNING, Nowata, Oklahoma.— The blotter is an excellent example of dignified, simple typography. The other specimen, however, contains too many strong colors. A weaker tint for the ornament would be an improvement.

A. P. GOODMANSEN, Salt Lake City, Utah.— Your specimens show an unusual amount of originality in design, some of the covers being especially interesting. Your use of colors, however, is not as uniformly pleasing, a tendency being shown, in some of the work, toward combinations which are too strong in contrast. This applies particularly to the red and yellow combinations. The letter-head in blue and orange, on blue stock, is one of the most unusual treatments we have seen in some time. We show herewith a reproduction. In the original the lettering was in dark blue, tint behind type in panels in orange, and balance in light blue.

RECENT specimens from the Meyer-Rotier Printing Company, Milwaukee, Wisconsin, show no departure from the high standard formerly shown in printing from this concern. The work submitted to us consists chiefly of high-grade catalogues and booklets, of which, perhaps, the most noticeable is a catalogue for the American Air Cleaning Company. The cover, a reproduction of which we show herewith, is embossed in gray, on gray stock, the illustration in the center panel being printed in black, on white stock, and tipped on. On the inner pages the text is printed in gray, and the illustrations, chiefly half-tones, in black, on white stock. Mechanically, the book is all that could be desired, while the combination of gray tones on the cover gives an unusually pleasing effect.



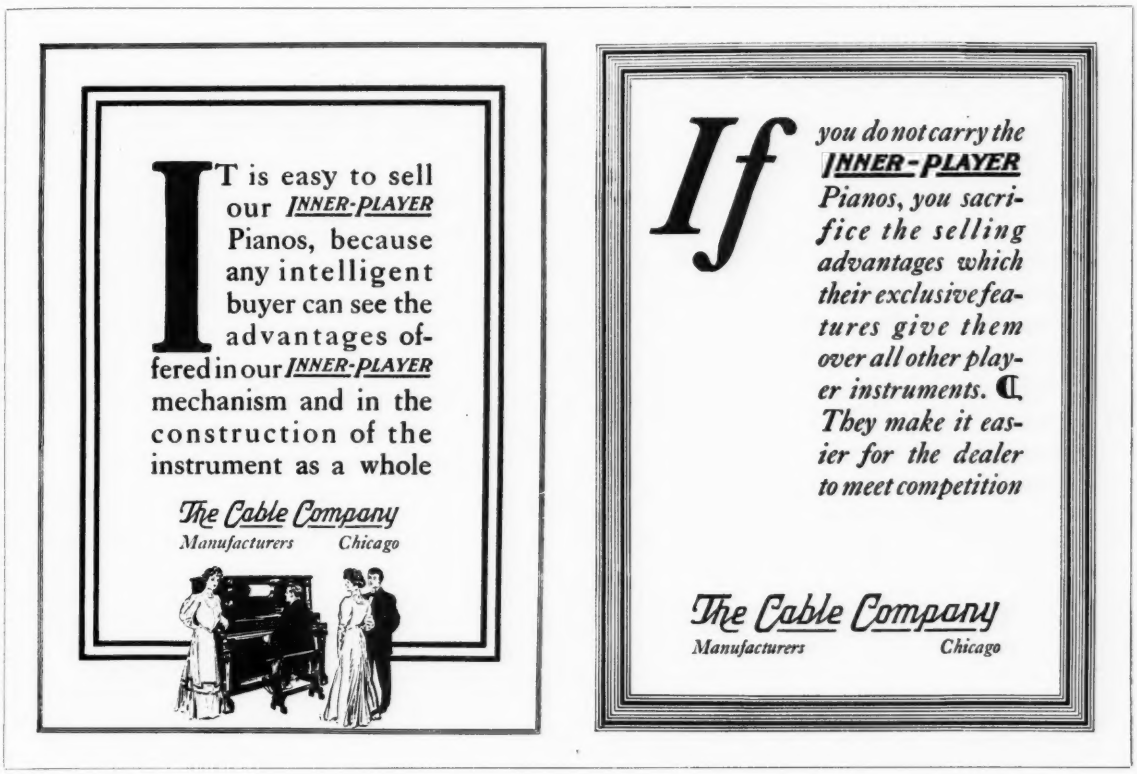
A handsome embossed cover, by the Meyer-Rotier Printing Company, Milwaukee, Wisconsin.



Letter-head, by A. P. Goodmansen, Salt Lake City, Utah.

JOSEPH M. CASSADY, New Hampton, Iowa.—The specimens submitted are neat in arrangement. Personally, we think that the line "The Leland Café" would look better if the type were lined up at the bottom and the rules omitted.

WE show herewith reproductions of two ads. for the Cable Company. They are from a series of "trade-paper" announcements, by R. C. Stovel, with the Sleepeck-Helman Printing Company, Chicago, and show an interesting use of rules and grouping of type-matter.



Striking advertisements, by R. C. Stovel, Chicago.

LAWRENCE J. BURR, Pittsburg, Pennsylvania.— With the small amount of matter on the envelope, we think that the ordinary corner-card would be preferable to the large panel. This arrangement is good where there is a large amount of copy or a cut.

FRANK G. SEE, Newark, New Jersey.— The advertising card is very clever and attractive. Your letter-head, however, contains too many type-faces, and the sizes are too large. We would also suggest that you avoid letter-spacing text type, as you have done in the date-line.

F. D. STARR, Watsonville, California.— The specimens are both interesting and attractive, the cover-design, on brown stock, being especially good. It would, however, show up a little stronger if printed in black, and we think that a trifle more strength of color is desirable.

IRWIN C. GAUMER, Salt Lake City, Utah.— Of the specimens submitted, we like best the menu and program for the banquet of the Utah Association of Life Underwriters. It is a very attractive piece of type-design. The menu for the Oak Café has too much red on the first page.

J. WILNER, Barrancas, Florida.— Two features are noticeable in the specimens which you have sent. One of them is the tendency toward the use of strong colors, where tints would be preferable, and the other is the letter-spacing of text letters. Otherwise the work is very creditable.

THE DREW PRESS, Jacksonville, Florida.—The specimens are all neat and attractive, and leave little to criticize. We would suggest that, on the first page of the Easter-greetings folder, you place "1910" with the lines at the upper part of the page, or at least place it farther from the border.

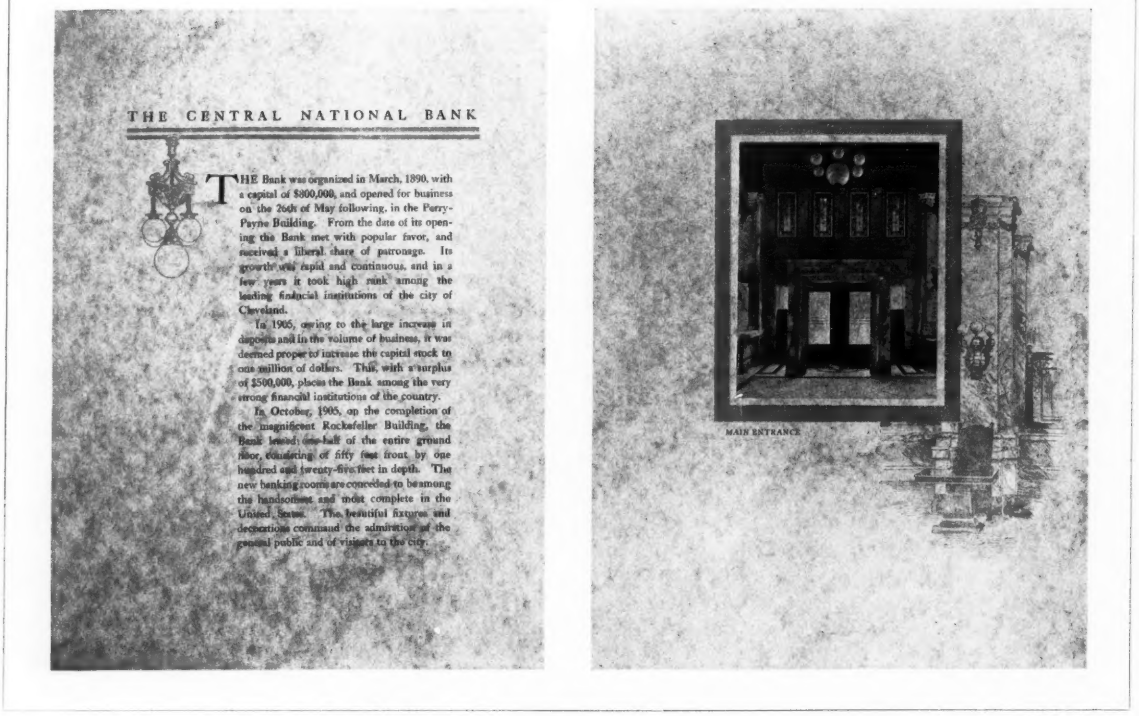
WILL H. FISKE, Coffeyville, Kansas.— While the four-page folder is a creditable piece of typography, still there are several points to which we would call your attention. The color combination would be much improved by the addition of more yellow to the red, even to the extent of making it an orange or orange-brown. The first page is a trifle too decorative, making it hard to take in at a glance, and a simpler treatment of the lower part of the page would be preferable. We note that, on the third page, you have followed the old newspaper style of leading the first stickful or so of solid matter. This should always be avoided.

IN an attractive booklet, entitled "The Story of a Great Success," the Gerlach-Barklow Company, Joliet, Illinois, presents the history of the building up of its great calendar business — probably the largest of its kind in the world. Incorporating in June, 1907, the company has, in the short time since, been compelled to triple the size of the large plant which it first put in, the growth of its business being little short of marvelous. The booklet is



Cover of a handsome booklet, by the Gerlach-Barklow Company, Joliet, Illinois.

fully illustrated with views of the plant, officers of the organization, etc. The cover, a reproduction of which we show herewith, is printed in dark green, light green and black, on green stock, with a three-color illustration, tipped on.



Two pages from an ornate booklet, by the Britton Printing Company, Cleveland, Ohio.

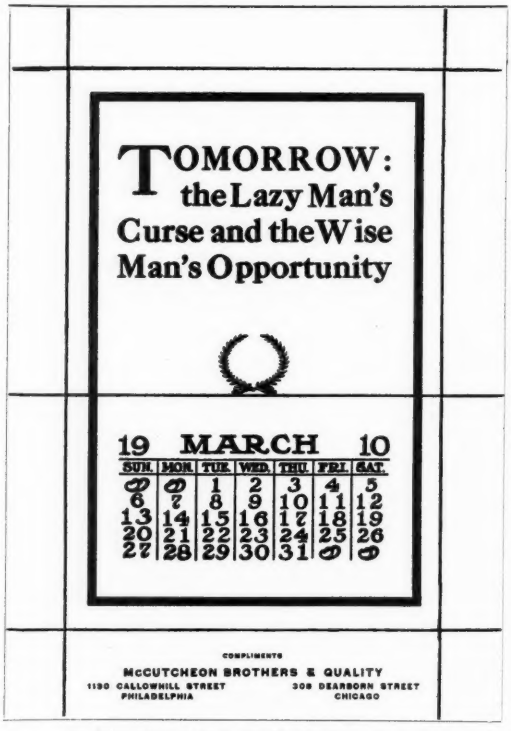
THE calendar of McCutcheon Brothers & Quality, for March, shown herewith, presents an interesting study in the breaking up of spaces, and will be suggestive to the compositor. The original, in black, gold, gray and orange, on white linen-finished stock, is especially pleasing.

L. M. RHODEN, Moultrie, Georgia.— We think that dark blue and light blue, or dark brown and light brown, would be more effective on the light-blue stock than the black and green which you have used. We would also suggest that you run the border across at the bottom of the heading, rather than ending it abruptly, as you have done. In that case, you could put the date-line outside of the panel, perhaps putting the matter which is now in the corner in the center. The other letter-head is well displayed.

AMONG the specimens received this month, a portfolio of booklets from the Britton Printing Company, Cleveland, Ohio, stands out prominently. The portfolio contains numerous examples of high-class work which this company has turned out for the banking trade. The work throughout is of the highest order, the designing, platemaking and presswork being of the very best. We show herewith reproductions of two pages, taken from one of the booklets. The originals were printed in colors, on mottled stock.

P. O. LAUDON, Stromsburg, Nebraska.— In case a firm is manufacturing or selling some certain article, the name of which stands for something distinctive, it is permissible to display the business as prominently as the firm name. For example, in setting a bill-head for "Jones & Co., Manufacturers of Gold Medal Shoes," the advertising feature of the name "Gold Medal Shoes" may warrant one in giving those words greater prominence than the firm name. The words "hardware and furniture," however, do not stand for anything distinctive. There may be a dozen furniture and hardware stores in a town, but only one "Jones & Co.," and, in that case, the latter displayed on a heading would mean something, while the display of the business would have no special significance. The question of the placing of the line at the bottom of the heading, instead of at the side with the other matter, is purely one of personal taste and is right in either place.

CHARLES WASHBURN, Laramie, Wyoming.—The cover-designs submitted are very creditable, and show an excellent appreciation of good typographical arrangement. While the particular blue and yellow combination that you were compelled to use on the year-book cover is not exactly pleasing, still a careful distribution of the two colors would have helped materially in securing a satisfactory result. If, instead of putting the greater portion of the page in yellow, you had run the bulk of it in blue, with just a touch of the yellow, the page would have been much better. Red, orange and yellow should be used sparingly in typographical designs, just a touch of either one of them being sufficient to brighten up the page. As a matter of personal taste rather than criticism, we would suggest the omission of the rules at either side of the word "of" on some of the pages. It is a rare occurrence for one to be able to fill out a line in this manner with any degree of satisfaction.



An interesting study in the breaking up of spaces.

NEWSPAPER WORK

BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate-cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 4727 Malden street, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

The Man--The Field.

Several months ago a paragraph appeared in this department, suggesting that capable young men, with little or possibly no capital, but with an earnest desire to enter the newspaper field as publishers, send their names to THE INLAND PRINTER — that it was hoped that a plan could be developed whereby *the man* and *the field* might be brought together. This small item brought responses from nearly a hundred ambitious young men, some of whom had a small amount of capital to invest, many having their hopes centered on a certain location, but all lacked sufficient funds to launch their coveted enterprises. On the other hand, an occasional letter was received from a man looking for a partner, or a man with a job-printing plant and a newspaper, who was willing to turn the newspaper over to other hands for a small consideration, or a group of men who were looking for a man to conduct a newspaper in their locality. Now, why can not these interests be brought together? THE INLAND PRINTER is willing to be of all possible assistance to its readers in accomplishing this result. The principal difficulty with the ambitious young man is the lack of capital. THE INLAND PRINTER can not help to secure funds for the man with *no* capital, but the man with *small* capital might find some other man similarly situated, who would be willing to combine forces and thus get into a publishing business that would make a very gratifying future. One man might be qualified to handle the editorial and outside work, the other the business and inside ends. I would suggest that such men (and also those knowing of suitable locations) send a letter to me, addressed as indicated at the head of this department, outlining their desires, and the particular line of work for which they are best fitted, and stating the amount of capital they have or would be able to command. This must not be considered in any sense an employment bureau — it is simply to aid *the man* with small capital in getting in touch with *the field* where he can invest it profitably. In publishing the letters, no names or locations will be given, but each *man* and each *field* will be given a number, and those interested may be brought together through correspondence with the editor of this department.

Ad.-Setting Contest No. 29.

There have been so many requests for larger copy in THE INLAND PRINTER'S ad.-setting contests, that for No. 29 it has been decided to use a ten-inch, three-column ad., one which will afford ample opportunity for the compositors to display their talent. There are always less entries when the ad. is a large one, so that the chances of winning are consequently increased. The copy follows:

D. Alexander & Sons.

But a few days more left in which to avail yourself of the bargains offered during this great Cash-raising Sale. Those who fail to attend do themselves a gross injustice, for such economy chances are few and far between and never come again.

Silks and Dress Goods All Must Go. 75c Waist Silks, on Sale, 50c yard; 85c Plain Messaline Silks, 68c yard; $1 Black Taffeta Silk, 36 inches wide, 89c yard; $1.25 Guaranteed 36-inch Black Taffeta, 98c yard; 60c Wool Dress Goods, on Sale, 35c yard; 50-inch Black Mohair, 65c value, 48c yard; $1 All-wool Striped Serge Suiting, 75c yard; $1 Striped Voile Dress Goods, 50c yard.

Cash-raising Prices on Men's Furnishings. Men's 50c President Suspenders, on Sale, 39c; 50c Quality Good Leather Belt, now 38c; 50c and 75c Men's Summer Underwear, 42c; 75c Men's Golf Shirts, now 53c; 50c and 75c Good, Strong Working Shirts, 43c; $1 Fine Black Sateen Shirts, 69c; 75c and 50c Strong Work Gloves, 45c; $1 and $1.50 Fine Golf Shirts, 90c.

Final Clean-up Sale of all Tailor Wash Suits, $4.95. Your choice of any wash suit in the store. They are all made in the new long-coat effect, nicely trimmed, White, Light Blue and Pink. They are generally sold up to $10. Come early for first choice at $4.95.

Clearing Out Domestics. 7½c Fast-color Calicoes, 5c yard; 12½ Red Border Huck Towels, 9c; 15c Bleached Turkish Bath Towels, 11c; $1 Large White Bedspreads, 89c; 45c Welded Bed Sheets, 72 x 90 inches, 30c; 10c Good Percales, 8½c yard; 20 pieces Apron Ginghams, 5c yard; 40c Heavy Bleached Damask, 20c yard.

Men's and Boys' Clothing Under Wholesale Prices. Men's $12.50 Suits, on Sale, $8.75; Men's Suits, odd lines, one and two suits of a kind, values up to $20, on Sale, $9.85; Our Famous $15 Suits, on Sale, $11.35; Men's Fine Dress Suits, $20 and $25 values, on Sale, $14.60; Boys' Long Pant Suits, worth $8.50, on Sale, $5; Boys' Long Pant Suits, $12.50 to $15 values, on Sale, $9.50; Boys' Knee Pant Suits, $4.50 value, on Sale, $3.15.

Entire Stock of Silk and Linen Parasols at One-half Price.

Don't overlook the many Shoe Bargains in our Shoe Department. Men's, Women's and Children's Tan Shoes at cost and less than cost price. Every pair of shoes in the store at a reduction.

D. Alexander & Sons.

The same rules which have so successfully governed previous contests will apply to this:

1. Set 40 ems pica (three columns) wide by 10 inches deep.
2. Each contestant may enter two specimens.
3. The compositor is at liberty to change the arrangement of the copy, but must neither add nor omit any portion or words; *except* that the firm name may be used either once or twice, as the compositor prefers.
4. No illustrative cuts allowed. Material used to be limited to type, border, rule and such cuts and ornaments as are furnished by typefoundries in series or as parts of border and ornament fonts.
5. One hundred printed slips of each ad. to be mailed (either *flat*, or folded only *once*) to "O. F. Byxbee, 324 Dearborn street, Chicago."
6. Use black ink on white paper, 8½ inches wide by 12 inches deep, *exactly*.
7. Write plainly or print name of compositor on one slip only, which should be enclosed in the package.
8. Each contestant must enclose 20 cents in 2-cent stamps or coin, to cover the cost of mailing to him a complete set of the specimens submitted. Canadian dimes may be used, but not Canadian stamps. If two designs are entered, no extra stamps will be required.
9. All specimens must reach me not later than June 15, 1910.

The sheet with the compositor's name and address, and the stamps or coin, should be enclosed in the package of ads. and not sent in a letter; in fact, it is better not to write a letter at all. The usual plan of designating the best ads. will be followed: A complete set of all the specimens submitted will be mailed to each compositor within a few days after the close of the contest, and the compositors themselves will act as judges, each being requested to select which, in his judgment, are the best three ads., and those receiving the largest number of points will be reproduced in THE INLAND PRINTER, together with the photographs and brief biographical sketches of the compositors who set them. Three points will be accorded each ad. selected for first place, two points for each second choice, and one point for each third. Contestants should read the rules very carefully and see that each provision is fully complied with, as failure to meet the conditions may debar their work. Special care should be taken to have the size of the paper correct, as one ad. on paper too long or too wide would make every set inconvenient to handle, and any such will

be thrown out. Particular note should also be made of the date of closing, as ads. received too late can not be accepted. Where a compositor enters two ads., and they are both mailed at the same time, each set of specimens should be wrapped separately, and the two enclosed in one package. THE INLAND PRINTER is able to reproduce only a limited number of the ads. submitted, so that those who do not participate are missing much of the benefit to be derived from a study of the various styles of display in a complete set. There will be one hundred sets of ads., and, should the number of contestants be unusually large, the sets will be given to the first one hundred who enter, so that the advisability of submitting specimens early is apparent.

A Prize-winning Newspaper.

At the meeting of the Kansas Editorial Association, held in Wichita, prizes were offered for the nearest to mechanical perfection in various phases of newspaper


Junction City Union.

THE COURT DOCKET

CORN NOT INJURED

INSPECTING HORSES

O'NEAL MUST HANG

work, and nearly every paper in the State was entered in the competition. The list of winners is as follows:

For the neatest appearing Kansas paper — Junction City *Union*.
For the best display in advertising columns — Junction City *Union*.
For the best general make-up of a Kansas paper — Junction City *Union*.
For the neatest letter-head used by own paper — Anthony *Republican*.
For the best single display advertisement — Larned *Chronoscope*.
For the neatest paper using ready-print — Sterling *Journal*.
For the best copy of illustrated edition — Independence *Tribune*.

It will be noticed that the Junction City *Union* carried off the lion's share of the honors, and its first page is reproduced, to show "the neatest appearing" and "the best general make-up," as determined by the judges. A seven-column page lends itself nicely to the arrangement of headings in alternate columns, and the *Union* has not only utilized this advantage, but is using an attractively arranged display-head and has made a very wise selection of type for its headings. The three styles of headings are shown full size. There is nothing better for the first and third parts of a No. 1 head than gothic, and the style selected by the *Union* is the neatest. It will be noticed that great care has been taken in writing the heads on the first page, so that the lines are neither crowded nor too widely spaced, and the second and fourth parts are also of uniform length. There is no good reason for making the fourth dash shorter than the others, although many papers adhere to this custom. The lower-case "o" in the dashes between articles is superfluous and could be omitted to advantage. The No. 2 and

FOR MANY STATE BUILDINGS.

Kansas Will Spend Over Half Million Dollars This Year.

The state will spend more than $500,000 this year in new buildings and improvements. State Architect Chandl- of Topeka, has comp- ule of wor- of

No. 1.

No. 3 headings harmonize nicely with No. 1, and the three in combination make a first page that should easily be a prize-winner.

The Setting of Good Ads.

There was an unusual number of good ads. submitted this month for criticism, and many more which were not so good. The greatest fault with many compositors is an attempt to display too much. I have before me, for example, an ad. with eight lines and seven of the lines are displayed, six of the seven being of practically the same size, while the seventh is but a trifle larger. The compositor should learn to take his copy and study it for a minute or two (longer, if necessary), and ask himself, "Now, which is the most important line in this ad.?" and, having determined what should be brought out strongest, set that line first. Then, what is the next most important line or lines, and set them next. After these are determined. set in type and placed on a galley, he can build the rest of his ad.

WAS IT A PRACTICAL JOKE?

UNION PACIFIC TRAIN NO. 102 CAME TO SUDDEN STOP.

Not Appreciated and Intimated That Prosecution Is to Follow—The Switch Light Changed.

Who swung a red light on a switch at Salina early Monday morning and stopped Union Pacific train No. 102, the fastest train on the Union Pacific system.

No. 102 not only stopped at this apparent signal of warning, but ed at Salina for - train-

No. 2.

around them, or *on* them, if you choose, using them as a *foundation*. Where there is a large amount of body to the ad., to be set in straight matter, sometimes it is necessary to set the body first, but the above applies more particularly to the smaller ads., where there is very little if any body, and each line *could* be used as a display line in the absence

of anything better. In the setting of larger ads., where there is much body (perhaps tabular matter), there is again great opportunity for misjudgment, and often a letter too large is used for the body, and, after this is all set, it is found there is not room for proper display. Where there is a question in the mind of the compositor whether

COUNTY QUARANTINE

STATE LIVE STOCK COMMISSIONER NOTIFIES OFFICIALS.

COUNTRY DOGS TO BE KILLED

The Sheriff and His Deputy Have Instructions to Kill All Dogs at Large in the Country.

J. H. Mercer, Kansas state live stock sanitary commissioner, today notified the officials of Geary county that a live stock quarantine against dogs had been declared in this county. Of late several head of stock [illegible] bitten and that[illegible]

No. 3.

the body will go in six-point or eight-point (or eight-point or ten-point), he should set the display first and he will then be in a position to judge more intelligently. In nearly every instance where this method is followed, it will be found that the smaller size will be ultimately selected. Where there is so much matter that there is no question but that it must be set in solid six-point, and this is the smallest type in the ad. alley, then the *body* should be set first. I am reproducing a few unusual ads. The first (No. 4) was set by Frank D. Star, of the Watsonville (Cal.) *Register*, and shows an excellent solution of a knotty problem. At the top is a stock cut and in the center another, one the exact opposite of the other in shape. There was little else but the firm name. Without seeing the finished work, it would seem almost impossible to take these and produce a well-balanced ad., but Mr. Star accomplished it nicely. Script is a decidedly bad and improper letter for a newspaper ad., and the compositor, of course, was not responsible for its use, but if the balance of the type in this ad. had harmonized with that at the top the effect would have been even better. No. 5 contains an acrostic as its principal feature. This is submitted by Rudolph Smith, of the Beach (N. D.) *Advance*. The whole ad. is built around the acrostic, but it is not sufficiently emphasized to catch the eye — the initials should have been the largest type in the ad. R. M. Coffelt, of the Junction City (Kan.) *Republican*, submitted a number of very good ads. No. 6 is one of them. This ad. was written in such a manner that it was impossible to display the article advertised, but Mr. Coffelt made the best of the situation. The two panels of unequal size is an unusual but effective arrangement. Some other commendable ads., in which there was nothing to criticize, were received from H. Emmet Green, of Anthony, Kansas.

Newspaper Criticisms

The following papers were received, together with requests for criticism, and brief suggestions are made for their improvement:

Fauquier Democrat, Warrenton, Virginia.— A well arranged paper, with some very neat ads. A few of the ads. on page 7 have too much display.

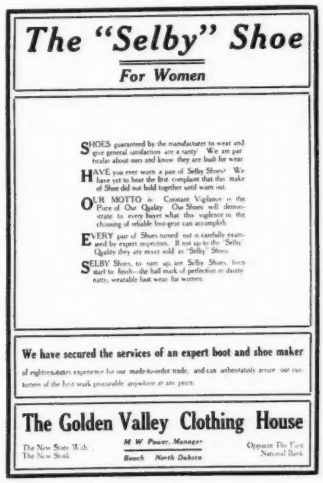
Janesville (Wis.) *Gazette*.— Your "Spring Fashion Edition" was one of which you may justly be proud. The extensive showing of appropriate advertising is well handled and nicely printed.

Wray (Colo.) *Gazette*.— You are publishing a neat paper and the make-up is well handled, considering the fact that you do not have sufficient news to fill the first page without using short local items. The running of dashes between these short items does not improve the appearance of the page, and the repetition of the heading, "Wray Locals," is not advisable. Why not use a two-column or four-column box heading in the middle of the page for these? Twenty-four-point Old Style caps., or any other similar letter, would make a suitable line.

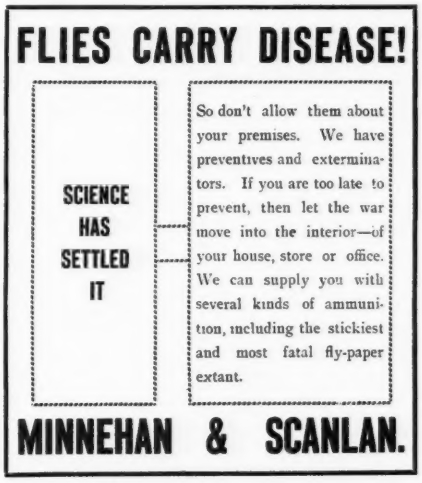
Clarksburg (W. Va.) *Herald*.— You are certainly making the most of the news articles on your first page. An examination of several issues indicates that you should increase advertising rates in order to give your subscribers their money's worth of reading matter.



No. 4.



No. 5.



No. 6.

Lisbon (Ohio) *Journal.*— The running of six display heads, all the same size, across the lower half of the first page, while it is a novelty, is not good taste. You should avoid placing headings opposite each other.

Bwana Tumbo (whatever that means), Roosevelt, Long Island.— Your paper certainly has some most original features. With sentences and paragraphs in italic, caps. and gothic (à la Hearst) you ought to have no difficulty in stirring up public sentiment in the interest of the public welfare, which is apparently your intention.

Was It a Mistake?

An exchange says: "A misplaced head in a Kansas paper has put several people in an embarrassing position. Head-line, 'Got Him at Last,' should have gone over a patent medicine advertisement, but was used by mistake over the story of a wedding."

In Memory of a Newspaper Man.

On April 2 a monument, erected by many friends to the memory of Robert F. McDougall, a well-known and highly esteemed newspaper man of southern New Jersey, was dedicated at Waterford, his late home. Addresses were delivered by prominent citizens. Mayor Charles S. Ellis presided.

Editor Sent to Jail.

Found guilty of having sent through the mails improper reading-matter, Orra F. Havill, editor of *Havill's Every Morning*, at Mount Carmel, Illinois, has been sentenced to six months' imprisonment in the Wabash county jail. Havill is also under sentence to jail for sixty days for libel, and the appeal is pending in the Appellate Court. The editor conducted his own defense.

Newspaper Banquets Employees.

At the Hotel Reddington, at Wilkesbarre, Pennsylvania, the *Times-Leader* recently tendered a banquet to its employees, which has become an annual custom with this well-known newspaper. Each guest was presented with a menu consisting of a miniature edition of the *Times*, printed especially for the occasion, and containing complimentary references to certain employees in the different departments of the paper.

Refuse to Be "Fired."

At St. John, New Brunswick, a rather novel situation has developed in the newspaper field. Some time ago the *Evening Times* purchased the *Evening Star*, and the members of the *Star* staff were notified that their services no longer were required, but the editors and printers simply refused to quit their jobs. They removed to another building and went right ahead publishing the *Star*, adding the word "New" as part of the name. Litigation is threatened to convince these obstinate newspaper men that they rightfully have no jobs.

New Magazine Section for Newspapers.

On June 12 the Chicago *Tribune*, Cincinnati *Enquirer*, St. Louis *Globe-Democrat*, Philadelphia *North American*, Pittsburg *Dispatch* and the Washington *Post* will contain the first issue of a new magazine section to be used by these newspapers in their Sunday editions. It will be an up-to-date monthly magazine, complete in literature and art, similar to well-known standard magazines. The promoters of the new enterprise are Lynn S. Abbott, of New York, and Ralph E. Briggs, of Chicago. A. W. Rolker, who is to be the editor, is a writer of wide experience in both the magazine and daily newspaper fields.

Peculiar Newspaper Deal.

A report comes from Ashland, Kentucky, that the merchants of that city have concluded a deal with the local papers for a consolidation. The *Independent*, the oldest paper, is to take over the *Daily Commercial*, a morning daily. In addition to this, the merchants are alleged to have forced an agreement that no advertising space will be sold to Huntington (W. Va.) and Ironton (Ohio) business men, who have been strong competitors for Ashland trade. In return for this concession the local merchants have agreed, it is said, to bind themselves to purchase a certain amount of space annually.

Newspaper Laboratory at Wisconsin University.

A newspaper laboratory is one of the new features of the course in journalism at the University of Wisconsin this year. It is equipped with seven standard typewriters with desks, on which the students are required to write their stories.

To furnish models for their work, several thousands of well-written news stories of all types have been mounted and classified in a large filing-case. Magazine and special-feature articles, taken from newspapers and other periodicals, have also been provided to furnish students good examples of this kind of material.

Files of the New York papers, the Milwaukee and other Wisconsin dailies, and representative weeklies of the State, are preserved for daily reference and use by the students in newspaper work.

Reference-books, descriptive matter and illustrations of typesetting and typecasting machines, printing-presses and stereotyping outfits also form a part of the laboratory equipment.

A "morgue," with obituaries, cuts and matrices of well-known people, shows the students how much matter can be preserved for use on short notice.

Over seventy-five students have enrolled in the six courses offered in various phases of newspaper work.

News Notes.

THE papermakers' strike is still on.

KANSAS Republican editors are organizing.

THE Clay Center (Neb.) *Sun* has gone down.

THE New York *Herald* will build a new home.

THE Los Angeles *Evening Express* is erecting a new home.

CAPT. J. P. MARCHART has sold the Girard (Ala.) *Journal.*

AT Lexington, Ky., the *Gazette* is reported out of business.

THE *Christian Herald*, Detroit, Mich., is reported suspended.

THE Anderson (Tex.) *Advocate* has been moved to Navasota.

THE Remsen (Iowa) *News* is said to have been discontinued.

THE Troy (Ind.) *Times* has been revived by Otto J. Baertich.

THE Alliance (Ohio) *Review* is facing two $5,000 libel suits.

THE Marshall (Mich.) *Chronicle* has absorbed the *Expounder.*

THE Boston (Mass.) *New Bureau* has added a morning edition.

C. H. GAMBLE, of Galesburg, has leased the Galva (Ill.) *News.*

O. C. KIRKPATRICK has discontinued the Worchester (Kan.) *Star.*

THE Minot (N. D.) *Daily Reporter* is in the hands of a receiver.

ON April 15 the *Pilot*, at Steamboat Springs, Colo., became a daily.

AT Ridgeway, Pa., the *Democrat* has been closed out at sheriff's sale.

SOCIALISTS, it is said, will start a weekly paper at Des Moines, Iowa.

THE 1910 edition of Remington's Newspaper Directory has been issued.

THE *Call*, Booneville, Mo., has been consolidated with the *Daily Gazette.*

A SUNDAY morning edition has been added by the Butte (Mont.) *News.*

A NEW home is in course of construction for the *Telegram*, Worcester, Mass.

IT is reported that the Williams (Iowa) *Hornet* has suspended publication.

JOHNSON CITY, Tenn., is to have two daily newspapers — morning and evening.

THE Middleton (Ind.) *News* will issue weekly hereafter instead of twice a week.

ANDREW CARNEGIE has indicated his intention to start a national daily newspaper.

A NEW monthly, to be known as *Arts and Decorations*, will be started at New York city.

ANDREW CARNEGIE was the guest of honor at a recent dinner of the Chicago Press Club.

IT is said that T. H. Keays will begin the publication of a paper at Kindersley, Sask.

H. O. MASSIE, of Vale, S. D., will establish a weekly paper at Belle Fourche, that State.

B. C. MOULTON and O. M. Trevillyan have secured a half-interest in the Stuart (Iowa) *Herald.*

AT the age of one hundred and two the Lancaster (Pa.) *Volksfreund und Beobachter* has ceased to be.

TOM WATSON, it is reported, will start a daily paper at New Orleans, to be known as the *Jeffersonian*.

EX-MAYOR GIBSON, of Zanesville, Ohio, has been made managing editor of the *Times-Record* of that city.

HOMER DAVENPORT, the well-known cartoonist, will establish a national weekly paper at Portland, Ore.

THE Springfield (Mass.) *Republican* has added two stories to its building, making it five stories high.

W. T. AND J. BEACH have purchased the interests of P. L. Clark in the Zanesville (Ohio) *Daily Gazette*.

F. C. GATES, late of the Lake City (Ark.) *Progress*, it is reported, will start a weekly at Monette, Ark.

A THEATRICAL and society publication has made its appearance in El Paso. It is called *The Rounder*.

THE Jamestown, (Ohio) *Journal* and *Press* have been combined under the ownership of W. S. Galvin & Son.

FIRE damaged the plant of the Simmons Publishing Company, Springfield, Ohio, to the extent of $10,000.

F. R. OGG & SON have secured a controlling interest in the Olattie (Kan.) *Mirror*. B. F. Culley remains as editor.

THE Baltimore *Sun*, on April 18, began the publication of an evening edition, with J. Haslup Adams as editor.

ON May 10 and 11 the Southern Newspaper Publishers' Association will meet in annual convention at Mobile, Ala.

LORA LAMBORN, publisher of the Canton (Ohio) *News*, has started an evening edition, which is called the *Times*.

AS THE result of receivership proceedings, James R. Rhodes has secured control of the Newton (Iowa) *Daily News*.

THE Brockwayville (Pa.) *Record* issued with three blank pages recently, on account of its plant being destroyed by fire.

ELIHU R. CHILDERS, who recently secured an interest in the paper, has become business manager of the Columbia (Mo.) *Herald*.

JACOB GEISELMAN has disposed of his interest in the Kendallville (Ind.) *Daily News* to Oscar Michaelis, who is now in full control.

COL. GEO. WORK has sold his stock in the *Review* at Sisterville, W. Va., to C. J. Smith, and Mr. Smith will become general manager.

LOUIS PILCHER has been made editor of the Nicholasville (Ky.) *Tribune*. He is a well-known newspaperman in that part of the State.

CHESTER, Mont., is to have a newspaper. E. N. Disney, formerly publisher of the Wilbston (N. D.) *Herald*, is behind the new enterprise.

A GERMAN patent has been filed describing a method whereby old newspapers may be utilized in making new paper by elimination of the ink.

GREENFIELD, Ind., has only one daily newspaper, the *Tribune* and *Reporter* having been combined under the ownership of Newton Spencer.

AN appeal has been taken to the Supreme Court by the United States Government in its case against the New York *World* for libel in the Panama dispute.

CLAUDE ROWLEY has succeeded H. H. Hoffman as editor of the Lorain (Ohio) *Times-Herald*. Mr. Hoffman becomes the general manager of the Toledo *Times*.

GEORGE WEATHERHEAD, the State printing expert of North Dakota, will resign in the near future, it is said, and engage in the newspaper business at Minot, N. D.

THE new Socialist mayor of Milwaukee and his wife have instituted damage suits against the Milwaukee *Sentinel*, for $50,000 each, alleging defamation of character.

ON March 19 publication of the St. John (N. B.) *Sun* and *Star* was discontinued, having been taken over, respectively, by the *Telegraph* and the *Times* of that city.

FOR a number of years publisher of the old Hartford City (Conn.) *Times*, A. W. Tracey recently purchased an interest in the Newcastle *Daily Times* and will become its editor.

THERE is a rumor in Nebraska paper circles that William Jennings Bryan will start another weekly on his return from his travels, and that Nebraska politics will receive due consideration.

RAILROAD men are fighting the bill before the New York Legislature compelling the publication of train schedules in newspapers. The bill is recommended by the Public Service Commission.

ON a charge of criminal libel brought by a local merchant, Freeman Knowles, editor of the Lead (S. D.) *Lantern*, a Socialist weekly, was acquitted by a jury, after ten minutes' deliberation.

JAMES VON LOTTEN and G. D. Bentley have taken over and will consolidate the plants of the Donaldsonville (La.) *Chief* and *Times*, and will continue publication of both papers. Job-printing will be added.

THE publishers of the Lansing (Mich.) *State Republican* have filed a $25,000 damage suit against the Lansing *Journal*, as the result of an editorial in that paper referring to the *State Republican* as "Auntie."

FOURTEEN graduates of the course on journalism at the University of Wisconsin have formed an organization for the purpose of bringing together the upper classmen who are preparing to engage in newspaper work.

FRANK SKALA, editor of the *Christian Journal*, a Belgian publication at Pittsburg, Pa., was slain on Sunday, April 10, by an anarchistic fanatic, just after having delivered an address in the Second Presbyterian Church.

A JUDGMENT for $30,000, as the result of a libel suit brought by the Secretary of the Interior of the Philippines, has caused the suspension of *El Renacimiento*, the leading Filipino newspaper, published at Manila.

IT is said that Walter Pulitzer, son of the founder of the New York *Morning Journal*, contemplates using part of the fortune bequeathed by his father to establish a magazine distinctly different from the type of present-day periodicals.

AN Oklahoma paper — the *Daily Oklahoman* — is said to have carried more advertising during February than any other paper in the United States, with the exception of the New York *World*. And this is the State with such an "obnoxious" constitution.

A ONE-HUNDRED-DOLLAR prize has been offered by Arthur Capper, publisher of the Topeka (Kan.) *Capital*, for the best essay on "Editorial Independence in Modern Journalism," by a student of the department of journalism of the University of Kansas.

AT 2:45 o'clock in the morning, the one hundred and fiftieth performance of Joseph Patterson's play, "The Fourth Estate," was commemorated with a special performance for newspaper men of Chicago. This was the first time on record that a theatrical performance was given at such an hour, and the theater was packed to the doors.

"WE will fight anything that looks like Jim Crow, whether it be in business, religion, politics or in the schools," is the pronunciamento of the Dayton (Ohio) *Citizen*, which recently was purchased by Mrs. J. G. Robinson from her husband, Dr. J. G. Robinson and W. O. Harper, who had disagreed as to the policy of the paper.

A BILL has been introduced in Congress appropriating $20,000 for the purpose of erecting a statue to the memory of Januarius Aloysius MacGrahan, famed newspaper man, known as "The Liberator of the Bulgarians." His articles in the London *Daily News*, descriptive of the atrocities practiced upon the Bulgarians, are said to have been the means of winning Bulgaria's freedom. In that country his memory is annually celebrated with a requiem mass. His remains were brought to America and interred in Ohio, his native State.

New Publications.

Babylon, N. Y.— *The Hustler*.
Port Leyden, N. Y.— *Enterprise*.
Sugar Creek, Ohio — *The Budget*.
Melville, Sask.— *Sun*. E. B. Rorke.
East Las Vegas, N. M.— *Daily Star*.
Hugo, Okla.— *Choctaw*. J. G. Curd.
Huntsville, Ala.— *Times*. J. E. Pierce.
Port Barre, La.— *News*. R. W. Howard.
Hepworth, Ont.— *Progress*. O. E. Steim.
Trimble, Tenn.— *Times*. J. M. McKinnon.
Raymond, S. D.— *Gazette*. W. B. Andrus.
Detroit, Mich.— *Buzz-Saw*. Socialist party.
Tulsa, Okla.— *Daily Post*. W. G. McCarthy.
Basin, Wyo.— *Spanish-American*. M. Sanchez.
Estevan, Sask.— *Progress*. E. B. Comstock, Jr.
Bonners Ferry, Idaho.— *Journal*. J. P. Taylor.
Garnersville, Iowa.— *Tribune*. R. O. Schumacher.
Liberal, Mo.— *News*. J. P. Moore and L. DeSissa.
Ingersoll, Okla.— *Enterprise*. Lawrence Millspaugh.
Coatsville, Ind.— *Herald*. J. Wolfe and D. Metzger.
Kavinia, S. D.— *Lake Front Booster*. Leroy Breemer.
New Brunswick, N. J.— *Sunday Review*. O. G. Franke.
Bay Minette, Ala.— *Baldwin County News*. E. L. Cally.
Troy, Tenn.— *Tribune*. G. O. Jackson and M. L. Nichols.
Oxford, N. Y.— *Review*. G. L. Stafford and H. J. Galpin.
Cambridge, N. Y.— *News*. Cambridge Publishing Company.
Belle Fourche, S. D.— H. O. Massie is planning a semi-weekly.
New York, N. Y.— *Knit Goods*. McCready Publishing Company.
Montreal, Que.— *Canadiscus Echo* (German). John Lovell & Sons.
Vancouver, B. C.— *Opportunities* (magazine). Opportunities Publishing Company.
New Haven, Mass.— *United Workers' Journal*. In the interests of organized charities.
Ravenna, Ohio.— *Portage County Daily Journal*. Editor Benjamin, of the *Weekly Journal*.

BUTTE, Montana, has a new Irish Nationalist paper, called the *Independent*. J. B. Mulcahy is the editor.

THE Houston (Tex.) *Daily Record* appeared on March 28. It is a live paper of twenty pages, with the editorials on the last page.

IS THIS A FREE COUNTRY?

BY CHARLES FRANCIS.
(President of the Printers' League of America.)

If so, is a free country worth living in?

When the writer was in the South, thirty years ago, he often heard the negro pine for the days of slavery, for, said he, "I was then taken as much care of as the amount the master paid for me, but now I have to hustle for a bare living, and, if sick and want a doctor, have difficulty in getting one at all and hard work to pay him after recovering."

Now, the slaveholders of this free country seem to vary in the commercial life from employee to employer; if the employer has the upper hand he will drain the last dollar out of the employee, with rare exceptions. While, should the employee be able to assert his authority, the same proposition is carried out, and the employer's earnest and hard work to provide a competency is swept away and neither employer nor employee benefited thereby.

What is the reason for this morbid condition of affairs? Just plain "*selfishness*."

This "selfishness" seems to be inherent in the human family, and seldom is it imbued with "common sense," and can not see further than to-morrow or the next day at farthest. It has just one thought, *Get! Get! Get!* We

boast about our great improvement in civilization, and yet, this strife is kept up from day to day. Where is the remedy?

Congress does not dare to touch it, because it is not the will of the people that it should be touched; and, if the legislator, either State or national, showed any sign of interfering with our inherent right to fight one another, as dogs do over a bone, he would be relegated at once to obscurity, and probably suffer for his heroic action. Therefore, until it is the will of the people, we can not come out of the state of barbarism existing since the world began. We have improved in education, we can read and write, and even think better than we did last century, and yet, we are still divided into classes and masses, fighting one another.

In a few days from this writing the President of the United States is coming to a dinner in New York city, concerning the American Peace and Arbitration League, which calls for universal peace by conciliation and arbitration. This is intended to maintain peace between the nations, which is a very laudable object, but why not begin at home?

There have been spasmodic efforts throughout this great country to maintain the equilibrium of fair dealing between employer and employee, notably, by the Newspaper Publishers' Association, and more recently by the Printers' League of America.

Any statesman who can formulate, introduce and carry through an act that will do away with the destructive force of the strike and lockout, and substitute for these abominations the reasonable coöperative forces of conciliation and arbitration, will bring this country to the very forefront of the civilization of the world.

A fair division between capital and labor, administered without fear or favor, that will give "justice to all," and keep up production from day to day and every day, with a fair day's pay for a fair day's work, and make such provision as will enable the workman to purchase his home and care for his family, and still allow a fair remuneration to the employer and salesman of the goods produced, is what is needed.

About the time of the Pennsylvania coal strike it was stated, in a speech at Atlantic City, that, should conditions between labor and capital remain the same as at that time, within a few years the blood of our people would be running on the streets of the cities of this country in a far more disastrous war than that of the French Revolution.

Why not begin at home and form a "Peace and Arbitration League" for conciliation and arbitration and show to the world that we are what we claim to be — a free people.

IMPORTANT CHANGE IN MIEHLE COMPANY.

The printing world raised its eyebrows when it read in the daily press that the Miehle Printing Press Company had passed into new hands. At the time of going to press it was given out at the company's Chicago office that there was nothing to say on the subject, but that an announcement would be made later. The daily papers said that President John Hewitt remained with the company and would be a member of the new directorate, with the new owners — William V. Kelley, president of the American Steel Foundries; John W. Kiser, president of the Phœnix Horseshoe Company; Darius Miller, president of the Chicago, Burlington & Quincy Railroad, and F. R. Gansberger, a Chicago attorney. It was also stated that the price paid was approximately $1,100,000 — at the rate of nearly $800 a share of stock purchased.

TRADE NOTES

Brief mention of men and events associated with the printing and allied industries will be published under this heading. Items for this department should be sent before the tenth day of the month.

Big Map Company Moves.

The largest map-publishing concern of Iowa — the Iowa Publishing Company, of Davenport, employing a force varying between fifty and one hundred — is moving to Des Moines. A lease has been secured for the upper two floors of the Des Moines Fire Insurance building.

United Typothetae to Meet in May.

By direction of the Executive Committee, Secretary Franklin W. Heath announces that the twenty-fourth annual convention of the United Typothetæ will be held in Washington, D. C., on Tuesday, Wednesday and Thursday, May 17, 18 and 19. Headquarters will be at the Hotel Raleigh.

To Keep Work at Home.

"There is enough printing going out of the city to keep two or three big institutions at work," declared a member of the Oklahoma City Ben Franklin Club, at a recent luncheon of that organization. A committee was appointed to investigate the question and inaugurate a plan to turn the tide of home trade to the local plants.

Larger Premises for Chicago Ben Franklin Club.

The quarters long occupied by the Chicago Ben Franklin Club having become inadequate for the club's needs, larger ones have been secured in the same building — the Monadnock. A suite embracing spacious reception and committee rooms, on the sixth floor, has been leased by the directors. The club will move into its new quarters May 1.

Publishers Gather.

The American Newspaper Publishers' Association met at the Waldorf-Astoria, New York, on April 27 to 29, inclusive. Preceding this meeting the Associated Press held a session. It was announced that, with the exception of the discussions on labor and paper by the Publishers' Association, only routine matters would be discussed. Of course, the usual joint banquet was enjoyed.

Pennsylvania Publishers Punished.

Fines aggregating $600 have been assessed against the members of the company publishing the Newcastle (Pa.) *Free Press*, a Socialist weekly, for failure to print at the head of the editorial column the names of the publishers, as required by law. The publishers of *Solidarity*, of the same city, who likewise were fined, have refused to pay, and will go to jail. The *Herald* publishers were found not guilty, but were ordered to pay costs.

Bookbinders Protest Against Tariff Construction.

The New York Bookbinders' Board of Trade has announced its intention to test in the courts Assistant Secretary of the Treasury Curtis' decision that imported

books bound in leather come under the clause imposing twenty-five per cent duty. The contention of the employing bookbinders is that the new tariff law's intent is to place these especially bound books under the forty per cent clause relating to importations of manufactured leather.

A Printer-Statesman.

Earl W. Hodges, who is a printer, newspaper man, clerk of the State Printing Board and secretary of the Arkansas Press Association, has just completed a strenuous campaign for the office of Secretary of State, winning out in the primaries by a handsome majority. We know this for the reason that during the campaign Mr. Hodges neglected his business somewhat, and the first thing he did on its completion was to forward THE INLAND PRINTER a check in payment of subscription for "your excellent publication."

New Organization at Philadelphia.

Eighty-eight members were enrolled at a meeting called at Philadelphia, on February 10, to form an organization to be known as the Philadelphia Club of Printing House Craftsmen. The success attending the birth of the new organization was greatly appreciated by the printers who have been instrumental in bringing it about, and it is expected to do effectual work for the betterment of the local trade. Like the New York organization of similar cause, the membership is composed of superintendents and foremen, and once a month discussions will be had on the different problems confronting the printing industry.

Devils' Club.

In a recent number of THE INLAND PRINTER mention was made of the fact that the Typographical Union of Houston, Texas, in conjunction with employing printers, had made arrangements with the local Young Men's Christian Association for the instruction of apprentices at night schools, in order that they might not be deprived of an opportunity to round out their education. These boys have formed what they call a "Devils' Club," and took advantage of an invitation to attend a recent meeting of the union. The lads took the floor and explained in detail the splendid progress they had made, and, incidentally, made their benefactors feel proud of their accomplishment.

British Employers' Convention.

Beginning on Friday, June 17, the Federation of Master Printers and Allied Trades of the United Kingdom of Great Britain and Ireland will hold its annual meeting at Newcastle. The program does not differ materially from similar gatherings on this side of the water, except that it laps over Sunday, and the items for that day include a church service in the morning and a sacred concert in the evening. The officers do not propose that the convention shall interfere with business, for they announce that in case the anticipated general election is held in June the date will be changed. Even more than with us, an election seems to be a profitable function for the British printer.

Second-class Mail.

Printers and publishers who desire to be well informed on the subject of second-class mail matter and its relation to the Post Office Department, as well as its importance to the business industries and general public, should secure a copy of the proceedings of the Committee on the Postoffice and Post Roads, which has been printed in book form and is ready for distribution. The volume contains a complete report of all the arguments presented to the committee by many prominent publishers as a result of the recommendation of President Taft, that the present rates be increased to meet the deficit of the Postoffice Department. The volume also contains reports and statements of the Postoffice officials relative to their position on the matter of higher rates.

President Lynch Loses His Mother.

Mrs. Sarah Caufield Lynch, seventy-nine years old, mother of President James M. Lynch, of the International Typographical Union, died at her home, 344 Delaware street, Syracuse, New York, on Tuesday, March 29. Mrs. Lynch had been ill for some time, but was improving, when she had a sudden sinking spell and died a few hours later. Mrs. Lynch was born in England and came to this country at the age of eighteen years. She went to Syracuse a short time after and has been a resident of that city for more than fifty years.

Mr. Lynch has the sympathy of friend and foe in the bereavements that have been his recently. Some time ago he buried his father, and his wife has been an invalid for two or three years.

The Monotype.

From the press of the Robert L. Stillson Company, 120-130 Center street, New York, comes one of the handsomest and best printed booklets of the year, the book of "Monotype Success," monotyped in red and black on India-tint paper, coated, illustrated with nearly two hundred halftones from photographs showing in detail the making and selling of the Monotype. The book, which is a 15¼ by 8⅝ inch format, is bound in red parchment covers decorated with border design in green, name in black and gold letters, with specially designed end papers, in black and gold silhouettes of the Monotype caster and keyboards, fastened with red silk cord; title-page with imprint in buff tint. The story of the Monotype's success is as well written as the booklet is well printed, the whole affording a fine specimen of simplicity, unity and taste.

Southern Firm Elects New Officers.

Robert W. Ewing, for the past six years general manager and treasurer of the firm of Roberts & Son, well-known printers, engravers and stationers, of Birmingham, Alabama, at a recent meeting of stockholders, was elevated to the presidency of the concern, succeeding C. W. Ufford, who has retired from active participation. The new president has gained the confidence and esteem of the stockholders through the splendid condition of the finances and business of the company as a result of his capable management. The new board of directors is as follows: Richard W. Massey, W. B. Dickeron, Major E. M. Tutwiler, Hill Ferguson, C. W. Ufford, James G. Smith, Richard V. Evans, G. F. Thum and Robert W. Ewing. Roberts & Son employ about one hundred people, and the reputation of the establishment for producing high-grade work extends throughout the Southern States.

New Engraving Firm at Detroit.

At 11 and 16 Woodbridge street, Detroit, Michigan, an engraving, designing and electro-stereotyping plant has been established by Stewart, Bell & Schwart, a new firm whose members are eminently fitted, through long experiences, to build a substantial business. Of the three partners, Donald F. Stewart formerly was director of engraving plants in New York city and Philadelphia, and recently has been head of the Detroit *News* art department; Walter E. Bell formerly was in charge of the electrotyping department of the Peninsular Engraving Company, being known as an expert in his line; Aleck Stewart is

connected with Berry Brothers Paint & Varnish Company. Of the $15,000 worth of intricate machinery bought by the new firm, much of it has been secured under exclusive rights and can not be duplicated in Michigan. THE INLAND PRINTER extends its best wishes for the new firm's success.

Technical Education in Detroit.

The Educational Committee of Detroit Typographical Union, No. 18, is one of the most active of the many similar committees that have sprung up in the jurisdiction of the International Typographical Union during the past two years. The committee not only keeps the subject fresh, by regularly referring to it at union meetings, but has formed a technical club, under the auspices of the organization, using its rooms for meetings, etc.

The purpose and scope of the club's work may be gathered from the following card, which was recently mailed Detroit printers: "The Detroit Printers' Technical Club. Wednesday, March 9, 'The Making of Type,' by Mr. J. H. Taylor, in the Keystone Type Foundry salesroom, 43 Larned street, West, at 8 P.M. Tuesday, March 15, 'Mutual Advancement.' A meeting for the mutual advancement of practical printers and apprentices, in room 410 Buhl block, at 8 P.M. Tuesday, March 22, 'Arts and Crafts Movement, and Its Possibilities for Printers,' by Mr. Frank C. Baldwin, in room 410 Buhl block, at 8 P.M. Monday, April 25, 'The Plantin Museum,' an illustrated talk, by Prof. A. H. Griffith, in the Detroit Museum of Art. Arrangements are being made for other talks of interest to printers and apprentices. Watch the daily papers for future announcements. You are invited to attend these talks. Come and help boost the craft. Please post this card in the composing-room."

The committee is composed of Charles L. Powers, William Smelt, Frank A. Becker, Charles F. Keppler, William T. Finn, Charles O. Bryce and George Huck.

Envelope Makers' Convention.

The American Envelope Manufacturers' Association will hold its second annual convention at Chicago during the week of May 9 to 16. President Clapp in a message to the membership makes this strong appeal for a full house:

"It is well within bounds to say that the American Envelope Manufacturers' Association occupies a larger place in the esteem and affection of its members and of other envelope manufacturers than ever before. The splendid fight led by this association for relief from the unfair competition of our Government has not only already brought important results, but the prospects of a complete triumph is now better than ever before. The energy, persistence, self-sacrifice, and unity with which this campaign has thus far been waged has lifted the whole trade in its own self-respect and in the regard and estimation of the commercial world.

"Under these conditions the annual meeting of the association to be held in May is an occasion of unusual importance, and every loyal, far-seeing envelope man owes it to himself, to his fellow manufacturers and to his industry to be present. Nothing would do more to discourage the energy and weaken the force of the work which the Campaign Committee has been carrying on with such self-denying persistence than an attendance of the May meeting anything short of large and enthusiastic. Every member of the association absent from this meeting casts a definite vote against the continuance of an earnest, united struggle to maintain our rights. Every member who allows himself to be detained by ordinary engagements does his part to make those who have carried the burden of the fight feel that their work is not appreciated and that it is not highly regarded by the trade at large."

Among other things, the convention will elect officers for the ensuing term, but it is expected the members will retain the present official staff, which follows: President, Clement L. Clapp, Chicago; vice-president, C. R. Scudder, St. Louis; secretary, Fred McB. Dorris, Buffalo; treasurer, Benjamin B. McFadden, Binghamton, New York. Executive Committee: F. H. Hesse, St. Louis, Missouri; C. C. Davis, Centralia, Illinois; George Seelman, Milwaukee, Wisconsin; the president and the secretary, *ex officio*.

International Typographical Union Election.

On the eighteenth of the present month (May) the regular election of the International Typographical Union will be held. All of the present officers are candidates to succeed themselves, and for each office there are one or more opposing candidates, with considerable interest being manifested in the different contests. President Lynch and the other officers who have assisted him in the conduct of the International business during the past few years are said to be sanguine as to the result, on account of the exceptional progress the organization has made under their leadership. A report from headquarters states that more than $10,000,000 in additional wages has gone into the pockets of union printers during the past five years as a result of the work of the International Union. The report further states that during the past two years the reduction in hours in the unions affected has amounted to over five hundred thousand a year, or twenty-nine days of eight hours each for each member. For the past three years the reduction in hours is given as 7,200,000 a year, a total of 21,600,000. The report also shows that wages have been increased $41,895 a week, the total for the past two years amounting to almost $4,500,000. The membership is close to 52,000, the highest in the history of the union.

On the other hand, the opposition candidates are charging that concentration of power at Indianapolis is becoming a menace to the democratic spirit which should permeate trade-unionism, and that if they shall be elected their policy will be to extend to the local bodies greater power in the settlement of local disputes.

William N. Reilley, of Dallas, Texas, is seeking to supplant President James M. Lynch.

A Hustling Candidate.

"Yumpin' Yimminie Yee" is the title of a bulletin issued by C. J. Anderson, of Omaha, Nebraska, who is a candidate to represent the local typographical union at the Minneapolis convention next August. Of all the specimens of literature emanating from printers who have been or are running for office, this is the most unique, original and best printed that has come under the notice of THE INLAND PRINTER. If "Yake" is not elected his ability as a publicity agent can not be blamed, for the little bulletin is a masterpiece in the field of campaign literature — not only because of the originality of its contents, but because it is a matchless piece of job-printing and should gain the admiration of every constitutent who loves good printing. "I am in the race to win," the candidate declares, in the bulletin; "don't forget that for a minute. I am making a clean, aggressive fight. I have heard of no ungentlemanly work being pulled off against me by the other candidates." On page 9 of the bulletin occurs this item: "Halley's comet has been scheduled to present itself to view ere long. Looks as though a 'comet' from a job-office was already

on the Milky Way to election. Keep your eye on the political horizon and watch the 'comet.'" "Yumpin' Yimminie Yee" should push "Jake" Anderson into an easy lead over his opponents.

General Notes.

ALBANY Typographical Union, No. 4, celebrated its sixtieth anniversary on April 5.

THE Hay & Grain Publishing Company has its main office now located at Chicago, instead of Decatur, Ill.

JAMES SIMPSON, printer, is making an enviable reputation as chairman of the Toronto Board of Education.

A MOVEMENT has been started to organize a stock company to publish a Republican newspaper at Seaford, Del.

CONTRACT for a new manufacturing plant has been let by the American Printing Ink Company, at Cincinnati, Ohio.

J. A. PADDLEFORD has been selected expert State printer of Texas. The appointee is from Austin, and is highly regarded.

AT public auction recently, E. E. Crumrine purchased the Journal Printing & Publishing Company's plant, at Washington, D. C.

FRANK KAYL, the pressman in charge of a flat-bed perfecting press used to print the Norfolk (Neb.) *News*, was instantly killed while at work, on March 21.

A SIMPLIFIED cost system was enthusiastically discussed at a recent meeting of the Business Men's Club, of Toledo, Ohio, which was attended by about fifty job printers.

WICHITA (Kan.) is to have a paper mill. The American Paper Manufacturing Company has been organized, with Eugene Kelly as president. Capitalization, $500,000.

POLICEMEN who have been holding jobs as printers in the New York police and fire departments are about to lose them. "Big Six" has forced a civil-service examination.

F. DOOLITTLE MONTGOMERY, acting resident director of the Ravenswood (Ill.) plant of the Manz Engraving Company, is touring Europe with his family, and will not return until the early fall.

THE members of Minneapolis Typographical Union, together with their wives, mothers, sisters and daughters, have begun preparations to royally entertain the International convention in August.

STUDENTS of the printing department of the Philadelphia Trades School are being congratulated upon the typographical appearance of the school's catalogue, recently issued, which was entirely the work of the students.

C. N. BARDIN, J. A. Lyles and J. E. Baker, well-known Tampa (Fla.) printers, have purchased the V. A. McCluney & Co. printing plant, and will conduct a high-grade job-printing business under the name of Tampa Printing Company.

PRINTING pressmen's unions in all parts of the country have begun the study of lessons sent out by the International Tuberculosis Commission, on the subject of tuberculosis. The local unions receiving the lectures have agreed to take up and discuss them in regular meeting, devoting not less than half an hour to each lecture.

THE Detroit Board of Commerce has arranged for a home-product exposition, to be held June 20 to July 6, this year, to accelerate the commercial and industrial interests of the city. The exposition grounds will be on the Detroit river, where a huge building will be erected and used in conjunction with the large Wayne pavilion.

FIRST STATE BEN FRANKLIN CLUB.

Representative job-printing and newspaper men of South Dakota have organized a State-wide Ben Franklin Club. On April 8, an enthusiastic gathering assembled at Mitchell and entered into a heart-to-heart discussion on the cost of job-printing and the need for better business methods in estimating. As has been the experience in other parts of the country, the discussion developed a wide difference of opinion as to the best method of figuring costs, but it is hoped that the new organization will bring the printers of the State together on a common basis for computing the costs of different classes of printing.

After the adoption of a constitution and by-laws the following officers were elected: President, W. R. Roland, Mitchell; vice-president, J. W. Parmley, Ipswich; secretary, F. F. Nash, Canton; treasurer, H. A. Sturgis, Beresford.

Gilbert F. Byron, president of the Minneapolis Ben Franklin Club, and J. F. Adams, of Sioux Falls, addressed the new organization.

WORK OF A COLLABORATOR.

Here's an advertisement taken from a morning paper that shows to what a pass genius may come in a great city:

"WANTED—A collaborator, by a young playwright. The play is already written; collaborator to furnish board and bed until play is produced."—*Success.*

OBITUARY

ON March 28, 1910, Frederick Teschner, for many years representative in the Southern territory of Sigmund Ullman Company, New York.

THE National Printing Company, of Omaha, Nebraska, announces the death of its president, Mr. John Rosicky, in memorial form, as follows: "In deep sorrow we announce the death of John Rosicky, president of our company, Saturday, April 2, at the age of sixty-four years. He has been a conscientious and faithful officer and coworker. We shall always revere his memory for the upright, helpful and loving life he lived, and its simplicity and usefulness."

Samuel M. Bronson.

Energy and resourcefulness are the peculiar characteristics of the people of Connecticut, and these qualities were eminently displayed in the life of Samuel M. Bronson, treasurer and general manager of the National Machine Company, of Hartford, Connecticut, who died suddenly, on March 1, at his home in Hartford, in the seventy-eighth



S. M. BRONSON.

year of his age. Mr. Bronson began his business life at the age of thirteen, clerking in a store. He afterward learned the cutler's trade, and for four years was a manufacturer of shears and pocket-knives. Then he was successively a mill overseer, a postmaster and traveling representative for the Adams Express Company. In 1869 he entered the retail

market and grocery business, and three years later began in the wholesale line, in which he continued for twenty-two years. When fifty-nine years old, in 1891, he organized the National Machine Company, with Charles E. Billings, Silas Chapman, Jr., and others. He was elected treasurer in 1893 and secretary in 1894, holding both offices until 1897, when he resigned as secretary and was made treasurer and general manager, positions which he held at the time of his death. The company manufactures the M. Gally Universal press, which has been awarded many grand prizes at international expositions. Mr. Bronson was one of the organizers of the Hartford Merchants' Exchange, of which he was president, and with which he was connected until he retired from the grocery business.

In 1853 Mr. Bronson married Miss Harriet A. Burnham, daughter of Lucius A. Burnham, who became one of Wisconsin's pioneers. Mrs. Bronson died in 1893, at the age of sixty-two years.

Mr. Bronson was one of the best-known Masons in Connecticut, and occupied the highest offices in that order.

The funeral was held Friday, March 4, from the family residence, and he was buried at Spring Grove cemetery, with the full Templar ritual.

John O. Anderson.

At Ottawa, Illinois, on March 18, where he had gone in the hope of regaining his health, John O. Anderson, secretary and treasurer of the firm of Partridge & Anderson, electrotypers and stereotypers, Chicago. Mr. Anderson was born in Chicago, March 5, 1868. After leaving school he was employed with the Shea-Smith Printing Company, later taking a position with the Elgin Watch Company.

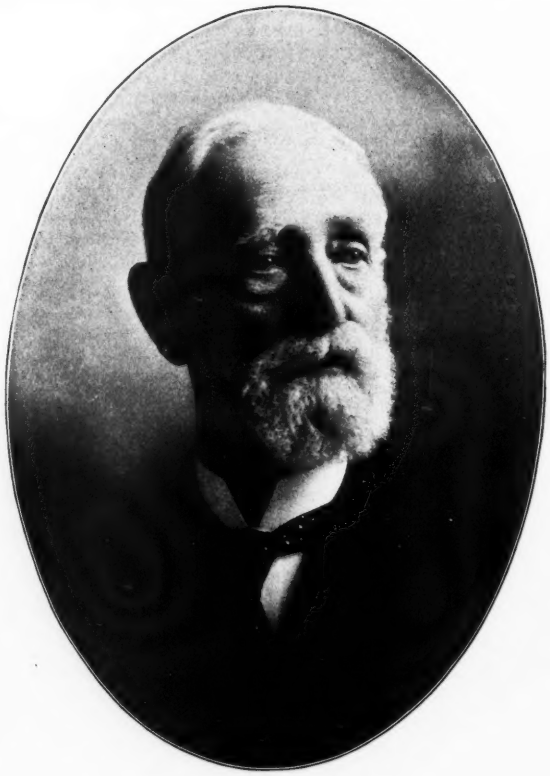


JOHN O. ANDERSON.

Some years later he was engaged with the A. N. Kellogg Newspaper Company, and remained there until he started in business with C. S. Partridge, in July, 1901. The business increased under his tireless efforts until to-day it is one of the largest of its kind in Chicago. Mr. Anderson was a member of Company F, First Regiment of Infantry, Illinois National Guard, at the time Captain (now Colonel) Eddy was in command of that company. He left the service as first sergeant. He was a man of courage, energy and character, and a jovial disposition which made for him a host of friends. The funeral took place from his late residence in La Grange, Illinois, on March 20, to Rosehill Cemetery, Chicago, Illinois. His widow and young daughter survive him.

Levi Shepard.

On Saturday, March 26, 1910, in the town of Norwich, Chenango county, New York, the home of his young manhood, died Levi Shepard, father of the late Henry O. Shepard, president of The Inland Printer Company and The Henry O. Shepard Company, at ninety-two years of age. To his wife he leaves the memory of sixty-seven years of



LEVI SHEPARD.

loving companionship, and to his children — two daughters, one son, three grandchildren and two great-grandchildren— the blessing of a good name.

He went to Norwich when he was twenty-one years old, from his native place of Hamilton, Madison county, New York, where he was born June 23, 1818. Four years after settling in Norwich he married Miss Carolina Olendorf, of Afton, New York, and for twenty-seven years thereafter they lived in Norwich, where Mr. Shepard pursued his trade of tailor's cutter. In 1866 the family moved to Appleton, Wisconsin, removing a year later to Aurora, Illinois. Here Levi Shepard engaged in the drug business with his son-in-law, Dr. John Hurlbut, of Norwich, who had also come West. Soon after the Chicago fire the Shepards came to Chicago, and Levi Shepard took a position as cutter with Charles P. Kellogg & Co., wholesale clothing manufacturers, which he kept for twenty-five years. Afterward he

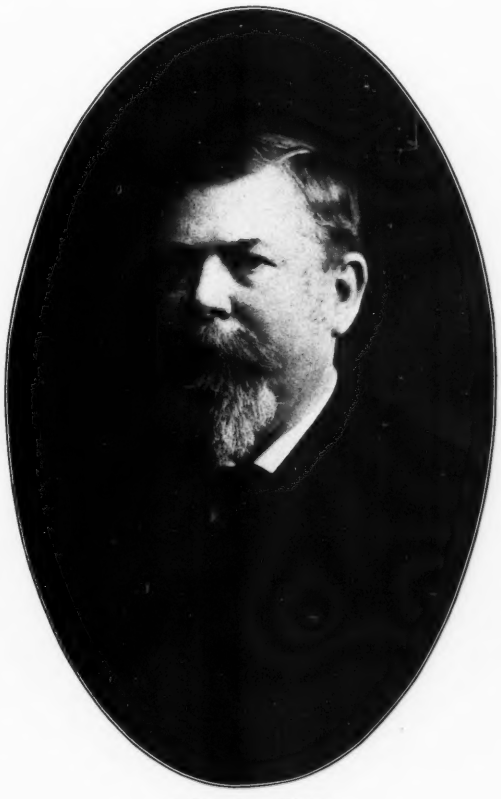
went into business with his son, Henry Olendorf Shepard, president of The Henry O. Shepard Company and of The Inland Printer Company.

Ill health and the weight of years finally compelled Mr. Shepard to give up all active business, and he returned to Aurora to reside. On November 19, 1903, Mr. and Mrs. Shepard celebrated the sixtieth anniversary of their wedding. Two years later, in 1905, Mr. and Mrs. Shepard went back to Norwich, to the old homestead of Doctor Hurlbut's father. There Levi Shepard died, and was buried three days after, at Mount Hope Cemetery.

The living grandchildren are Mrs. Merton L. Hunt, of Norwich; Mrs. Clara Brinkerhoff, of Chicago, and Robert C. Allen, of Cleveland. The two great-grandchildren are the son and daughter of Mr. and Mrs. Hunt. At the funeral, beside the large gathering of friends and neighbors, were present Mrs. Henry O. Shepard, of Chicago, and her daughter, Mrs. Henry Brinkerhoff; also, Frank A. Shepard, a nephew; Mr. and Mrs. Harry M. Strawn and Robert C. Allen, of Cleveland, Ohio, and Mrs. Pamelia Olendorf, of Binghamton, New York.

Reuben T. Thornton.

Reuben T. Thornton, for many years secretary and treasurer of the W. F. Hall Printing Company, of Chicago, died on March 4, in Birmingham, Alabama, where he had gone on a vacation. He was the only brother of H. W. Thornton, western manager of the Huber-Hodgman Printing Press Company. We copy the following tribute to his memory, from the *Clarion*, of the Church of the Atonement, Edgewater: "It is with no usual sense of grief that we record the death of our dear friend, Mr. Reuben Thornton, which occurred in Birmingham, Alabama, where he had gone to recuperate his health. Mr. Thornton was a brother of our vestryman, Mr. H. W. Thornton, and had for some years been a communicant of the Atonement.



REUBEN T. THORNTON.

"We share keenly and in a very personal way the deep grief which Mr. Thornton's death has caused. He was a man of rare and beautiful character; of singular purity of life and motive; an earnest Christian man in the most true and perfect sense. We shall long cherish the great privilege of an intimate personal friendship with such a sterling champion of all that was noble. A man of utmost modesty as to his many good qualities, it is doubtful if he even in the least realized how readily others were looking upon him as a living example of the life that a Christian man should live.

"And, while hearts are sorrowful, we yet can give God 'high praise and hearty thanks' for the grace and virtue declared in such a life."

CO-OPERATION IN AMERICAN COST COMMISSION.

Mr. J. A. Morgan, chairman of the American Printers' Cost Commission, 11 South Water street, Chicago, reports that the commission have held, since their appointment, five meetings, at which the work delegated to them has been carefully considered and considerable progress made.

At the meeting just closed in Chicago, the work of drafting the forms for the International Cost System was completed. They expect to have ready for distribution within a very short time the blanks for the system, together with an explanatory description of each and the method of operating the system. A set of these will be forwarded to any one upon application to the chairman.

The work of compiling a complete mailing-list of the printers of this country by the chairman of the commission has been a most difficult one, and while a list of six thousand names has been gathered, this, of course, is not complete, and many who are interested in the system would be omitted when mailing out literature. The difficulties of obtaining such a list will be readily understood by any one in the trade, if he considers what his actions would be if called upon to send out a communication, on short notice, to all the printers in the country.

With a view to obtaining a complete and accurate mailing-list, the chairman of the commission suggests that the secretary of every printers' organization in the country communicate at his earliest convenience with the office of the chairman, J. A. Morgan, 11 South Water street, Chicago, giving the name of their organization, as well as the names and addresses of their officers, also the names and addresses of all the members of their organization. Perhaps it would be well also if the secretary could compile a list of the trade who are not members of their organizations, but to whom it would be well to send the literature as it comes from the commission. It is readily seen that if the commission has in its office a list of all the organizations in this country, including the names and addresses of all their members and officers, it would be of great value to the commission and to the trade generally, and it is strongly urged that this information be forwarded.

While the work of the commission up to date has been of short duration, and, possibly, not a great deal seems to have been accomplished, it would be well to keep in mind the possibilities of the future. The chairman believes that this work will continue indefinitely and that the work will become of greater importance and of greater benefit to the trade as the years advance.

BUSINESS NOTICES

This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests with the advertiser solely.

PRINTING FROM PLATES.

Few printers realize the immensity of the amount of printing done from plates. This has developed a great demand for blocks for holding and registering plates, register hooks, sectional and grooved blocks, and grooved cylinders for curved plates. On page 291 there are pictures, showing three views of three-quarters of the area of the register hook and sectional block department of the F. Wesel Manufacturing Company, the leading and most extensive manufacturer in that line. This room has an area of 5,600 square feet, and contains sixty-four machines, fifty-six of which have direct-connected motors. Consider that nothing is made in this room that can not be put into a vest pocket, and one may form an idea of the output. Everything is made with micrometrical accuracy. There are over forty Brown & Sharpe micrometer gages used by operators in this one room! About six months ago this department was enlarged about one-fourth, to its present dimensions, and at the present time it is running overtime, up to 9 o'clock, every night except Saturdays. But even this does not indicate the extent of this block business, because the Wesel Company has another department for making its patent iron-grooved blocks, and yet a third for making mahogany blocks. Altogether the block business occupies fully ten thousand square feet of space in the Wesel factories, the result of steady growth for a period exceeding twenty-five years.

The Wesel Company observes with interest the claims of new and enterprising competitors to the "invention" and "origination" of ideas used by it for years in this important field, many of which it has discarded for better ideas. There may be satisfaction in "claiming the earth," but it is not so satisfactory a satisfaction as comes from "delivering the goods" to a great army of appreciative and continuing customers. One need not buy the second best because it says it is "the best."

STANDARD GALLEYS—BRASS AND ZINC.

The growing demand for inexpensive galleys of good quality, usable for all purposes, including storage, has compelled the Keystone Type Foundry to enlarge their galley manufacturing department and equip it with additional new machinery of their own invention and construction for the manufacture of these goods. The cuts in their page advertisement in the front section of THE INLAND PRINTER show all the details of construction, and any one with half an eye can see that, although no higher in price, they are superior to all other low-priced galleys and are in a class by themselves. The corners are squarely and securely braced; the sides and back true, allowing the type to stand squarely on its feet; the finish is smooth and clean, and there is a projection on each side to protect the type while the galley is being forced into or out of a cabinet. The fold of the metal on each side affords a drain which promotes quick drying of the type when galleys are washed with lye and rinsed with water.

Standard galleys, whether brass or zinc, are one-piece galleys, that is to say, they are made completely out of a single sheet of brass or zinc, as the case may be.

ATTRACTIVE COVER-PAPERS FROM THE KAMARGO MILLS.

Knowlton Brothers, Watertown, New York, have recently issued a handsome portfolio, showing new and unusual cover-papers produced by the Kamargo Mills. Of the various qualities, perhaps the Alhambra cover is the most effective. It has a particularly pleasing mottled surface and is made in rich colorings, offering unusual opportunity



for the most artistic treatment. The portfolio itself is of the Alhambra stock, and is an exemplification of its usefulness in the production of unusual effects. The cover, a reproduction of which we show herewith, is in black, green, yellow and orange, on brown stock.

KEYSTONE NOW REPRESENTS SEYBOLD ON THE PACIFIC COAST.

Announcement has been made recently that the Keystone Type Foundry, of California, has been appointed sole and exclusive selling agent on the Pacific coast for the Seybold Machine Company, of Dayton, Ohio. This is an important connection, as it gives the former concern strong representation by a house well established and favorably known in the printing and kindred trades.

The Keystone will carry a complete line of Twentieth Century, Holyoke Automatic and Hand-clamp Cutting Machines, Die-cutting Presses, Power Round-corner Cutters, Four-rod Embossers, Four-rod Smashing Machines, Balance Platen Standing Presses, Book Compressors, Two-rod Power and Hand Stampers and other up-to-date labor, time and money saving machinery, which will be exhibited in practical operation at their large warehouse, 638-640 Mission street, San Francisco. Seybold machinery has long stood high in the estimation of the printing fraternity, and is to be found in most of the leading printing houses throughout the country.

THE GUSTAFSON PRESS FEEDER.

After a most extensive and conscientious study of conditions relative to the feeding of individual sheets to printing-presses, the Cummings Machine Company, of New York, has placed on the market a feeding machine which has attracted widespread attention among the printers in New York.

The first machine was installed in a prominent New York printing-house a year ago, and met with such favor that three more machines of different sizes have since been added to their equipment.

The designer of the Gustafson Press Feeder has paid particular attention to the question of space behind the press, as well as to simple but reliable mechanical movements, and to judge by the endorsement by practical printers and mechanics, a most successful solution of this problem has been reached. The pile elevator has been designed on the continuous principle, that is, permitting the replenishing of the pile while the press is in motion. In placing a new pile in position, it is only necessary to stop the press for two minutes, but, as the respective tables will carry a load of from five hundred up to five thousand sheets, the stopping of the press need be done only once or twice a day, according to size of runs. On account of the simplicity of the machine as a whole it has proved to be a time-saver on runs as small as one thousand sheets.

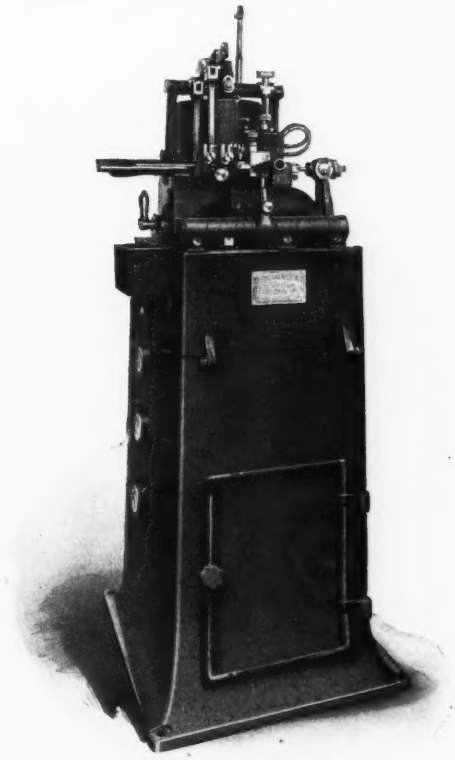
Another feature which has appealed strongly to the printers, is the fact that all loading of the pile elevator is done from the floor, and, where there is a limited space behind the press, this loading can also be done from the sides. Combing-wheels are used for the separation, and, with the exception of the possible variation of the speed on the various grades of paper, no adjustment is required. In conveying the sheet to the press guides, positive rollers are used, and the sheet is retarded during its travel downward so as to insure perfect alignment against the press guides.

The side register is adjustable to various grades of paper, and it has been established beyond question that the most accurate register of the sheet is assured. It can easily be set for different-size sheets in a shorter time than is required to set a side gage on a feedboard. If a sheet should be torn or conveyed to the front gages out of alignment, a detector device will detect such discrepancy and immediately trip and stop the press. The conveyor can be folded up and pushed back on the feedboard, in order to give room for make-ready or hand-feeding if required.

The Gustafson Press Feeder is sold and manufactured by the Cummings Machine Company, of 238 Williams street, New York, and interested parties are invited to write for particulars and prices. Mr. D. H. Champlin, 160 Adams street, Rand-McNally building, Chicago, Illinois, has been appointed Western sales agent for this feeding machine. Attention is called to the advertisement on page 284.

SELLING MACHINES TO KEEN BUYERS.

When John S. Thompson, the general manager of the Thompson Type Machine Company, sold a Thompson Typecaster to W. J. Murphy, publisher of the Minneapolis *Tribune*, he accomplished something of which any one of his competitors would have been proud, as Mr. Murphy is noted as one of the keenest buyers in the printing-machinery market, and to say that Mr. Murphy has purchased an article is sufficient recommendation to the many printers of the Middle West who know how exhaustively the field is investigated before Mr. Murphy buys.



THOMPSON TYPECASTER, MODEL F.

And then, to top off this stroke, Frank H. Ehlen, superintendent of the Chicago *Record-Herald*, who is known from coast to coast as an authority on composing-room machinery, recommended to the business manager of his paper that a Thompson Typecaster be installed to rehabilitate their ad.-room, thus again proving the claim of the manufacturers of this machine that no one who has thoroughly investigated before buying ever purchased any typecasting machine but the Thompson Typecaster.

The latest model from their factory, Model F, is illustrated herewith, and not only the beauty of its design, but

the flawlessness of its operation and product, will be a delight to printers. An exclusive feature of the new model, shipments of which have begun, is that any combination of nicks may be produced in any body size of type without difficulty or expense, and so one serious objection to typecasters is overcome — the objection that differing faces of the same body could not be distinguished unless of different nick. The Thompson Typecaster is the only machine which can do this.

The quiet, businesslike manner in which this new model produces type is a revelation to those who have hitherto decried typecasters for printers. The type is wonderfully accurate — better than that of the typefoundries, is the claim — and what will appeal to printers everywhere is the plan for exchanging matrices, which makes any font of matrices cost but $2, no matter how long it is kept or how much type is cast from it.

In addition, all Linotype matrices are used in the same mold, and low quads and spaces are also made. Notwithstanding the fact that the Thompson Typecaster has a wider range — five to forty-eight point — is faster by from fifteen to twenty-five per cent, makes better type and has a wider variety of matrices to select from, is simpler and more economical to operate — notwithstanding all these facts, the machine and its complete equipment cost twenty-five per cent less than any other machine on the market.

These are the reasons this company has never, since the beginning of its career, been able to catch up with its orders. Without a single salesman or selling agent, it has sold its product for two years past before the machines were completed, and has again to move into larger quarters to increase its facilities. The best friends of the Thompson Typecaster are its users, several of whom have ordered additional machines of the new Model F.

This machine is now on exhibition at the offices of the Company, 120 Sherman street, Chicago. A descriptive booklet will be sent on request.

THE AD.-MAN'S CABINET.

Another contribution to composing-room economy has been produced by the Hamilton Manufacturing Company, in an ad.-man's cabinet, the illustration of which herewith

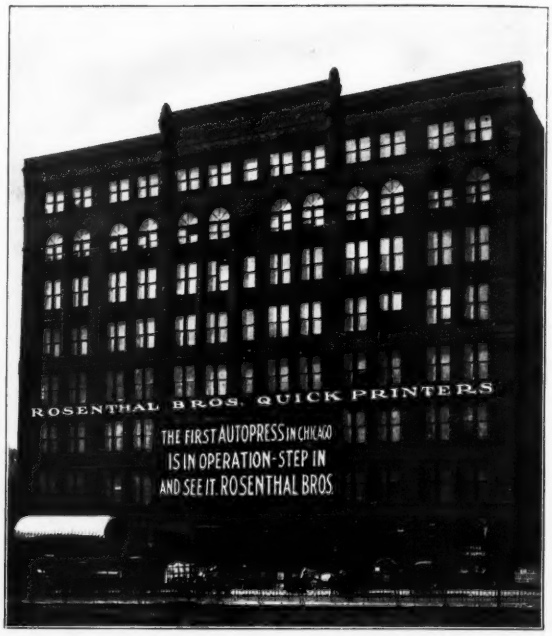


AD.-MAN'S CABINET.

tells the story. The saving of space, the placing of the lights and the general convenience of this aid to the dispatch of business, make it one of the most notable contributions to time-saving of the year.

THE AUTOPRESS.

Unusual success has attended the Autopress in the West. High-grade printing at high speed is something the printer has dreamed of, but with little hope of realization.



A PRINTER'S PRIDE IN A WONDER-WORKING PRESS.

Its accomplishment in the Autopress created so much enthusiasm in one Chicago printing firm that they placed a sign outside their premises, inviting the public to come in and see it work. The illustration herewith shows the invitation in question, by Rosenthal Brothers, South Canal street — the first printers to install an Autopress in Chicago.

Mr. William P. Fisher, Western manager of the Autopress Company, has opened handsomely equipped offices in the Manhattan building, 315 Dearborn street, Chicago. Mr. Fisher is an old-time Pittsburg printer and learned his trade in Greensburg, Pennsylvania, under the late Hon. James R. McAfee. He worked in various cities of the Eastern States as a practical printer until he took up the selling of materials and supplies. He has been a resident of Chicago since 1882, his activities in the promotion and introduction of printing materials and supplies being principally in the Central West.

THE OSWEGO CUTTING MACHINES.

What the United States Government thinks about the Oswego cutting machines, made by the Oswego Machine Works, Oswego, New York, is shown by the installation of an electrically driven Oswego cutting machine in the printing department of the Coast Artillery School, at Fort Monroe.

CHINESE ABSORB AMERICAN IDEAS.

The Chinese Government Printing Bureau apparently has awakened to the need for adopting more modern machinery in the conduct of its business. Messrs. R. Hoe & Co. are now at work on an order from the Chinese bureau for a complete plant of the most up-to-date machinery, such

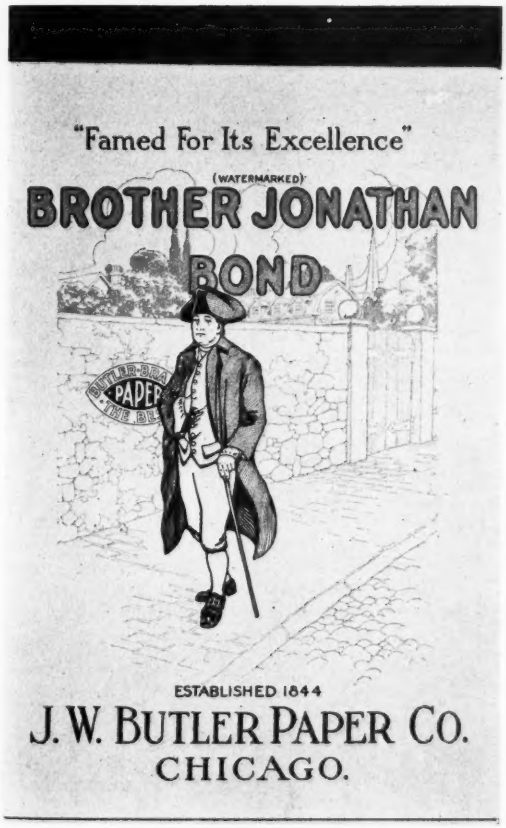
as that used in the Bureau of Engraving and Printing at Washington. The new plant will comprise a number of power plate-presses, rotary banknote numbering machines, postage-stamp gumming machines, rotary seal-printing presses, stop-cylinder printing-presses and other machinery.

JUST LETTERS.

"Testimony," the Seybold Machine Company, Dayton, Ohio, entitles its 5 by 7¾ inch booklet, in gray and red, reproducing in unusual arrangement sixty letters of commendation and congratulation, taken from the many received during twenty-five years of honest machine making and selling. The company may feel a justifiable pride in the testimonials themselves, as evidence of fair dealing with their customers and in the dignified use they have made of the letters in this piece of advertising. The booklet is sent to the trade on request.

THE "BROTHER JONATHAN BOND" BOOKLET.

The J. W. Butler Paper Company has recently gotten out a booklet of its Brother Jonathan Bond paper, which will prove a valuable demonstration. It is in the shape of



a writing-pad, 6 by 9½ inches in size, the intention being to impress upon the recipient's mind, through actual use, the superiority of this particular brand of paper, which the Butler people have made for over twenty-five years. In the back of the pad are samples of the various colors in which Brother Jonathan Bond is made. No advertising appears on any of the sheets, save the introduction leaf and the cover, a reproduction of which we show herewith. This pad should prove a profitable means of publicity, as it insures the actual trial of the paper, and the quality is such that after a trial the orders will naturally follow.

HOW THE CHAMPION COATED PAPER COMPANY MAKES PAPER.

"The Manufacture of Paper" is told very interestingly by photographs and a simple explanatory text, by the Champion Coated Paper Company, of Hamilton, Ohio, in their new piece of publicity, a 9 by 12¼ inch booklet of thirty-two pages, printed by The Henry O. Shepard Company, on the Champion White Satin Enamel Book stock, with azure-coated covers, embossed in blue and gold, containing forty half-tones from excellent photographs, taken at the factory.

EXCEPTIONAL ADVERTISING.

From Calkins & Holden, New York, we have received some striking examples of high-grade newspaper and magazine advertisements. Catchy in appearance, convincing in text, with illustrations that lead directly into the subject-matter, the results can not be other than successful. The lettering used in the display lines, as in the illustrations, is unusual and attractive, and the always satisfactory old-style Roman type is used for the reading-matter. The simplicity of this type gives directness and force to the advertising arguments.

WOOD ENGRAVING—A PSYCHOLOGICAL OPPORTUNITY.

The Eclipse Electrotype & Engraving Company, of Cleveland, Ohio, has issued a timely booklet on "Wood Engraving—A Psychological Opportunity." This company has never relinquished the art of wood engraving, as most engraving houses did with the introduction of the half-tone process. There is at present a strong tendency to the revival of wood engraving for illustrative purposes. The booklet is one that should be in the hands of every printer. The company will send it to any one who is interested enough to ask for it.

FREE ADVERTISING AS A RIGHT.

Professional men, almost since the advent of the newspaper, have become so accustomed to receiving benefits through free advertising, that some of them are now demanding it as a God-given right. The gall exhibited by a Toronto (Ont.) lawyer in this connection is so monumental that it is entitled to profound respect and admiration among lovers of the sublime. This attorney—J. B. MacKenzie by name—entered an action against the Toronto *World* and its court reporter, seeking an injunction to restrain the defendants from omitting his name in reports of cases in which he was engaged as counsel. He claimed that such omission was an injury to his business, inasmuch as solicitors from outside points would be hindered from sending him retainers. This is sad! Just think of it, honorable newspaper men, and then hang your heads in shame for this sinful act of your Canadian brother. The vested-property rights of the legal profession have been threatened by a newspaper scalawag, and the honored custom of donating publicity to exploit the business of members of the bar has been disturbed. And, still worse, the chief justice before whom the case was heard refused to grant the injunction. The judge, however, was kind enough to suggest to the lawyer that the situation could be covered by a contract with the *World*, at so much per line. Mr. MacKenzie is now meditating.

WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. **Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.**

BOOKS.

COST OF PRINTING, by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 6¾ by 10 inches, cloth, $1.50. THE INLAND PRINTER COMPANY, Chicago.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY, Chicago.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley; just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

PRICES FOR PRINTING, by F. W. Baltes. Complete cost system and selling prices. Adapted to any locality. Pocket size. $1 by mail. THE INLAND PRINTER COMPANY, Chicago.

BUSINESS OPPORTUNITIES.

ARE YOU SATISFIED with the quiet life back East? Come West, to the best town in the West, Wichita, Kansas; population increase the last year, 12,000; we have the best job-printing shop here for sale — all type new 3 years, cylinder, 5 jobbers, etc.; 75 by 40 lightest floor space, all modern, for $75, 10-year lease; $3,000 cash will handle this shop; this ad. will not appear again. Write immediately. GEO. W. ISRAEL REALTY CO., Dept. E., 115 E. Douglas av., Wichita, Kansas.

FOR SALE — An up-to-date job-printing plant, newly equipped 2 years ago; 3 jobbers and small cylinder; in a growing city of 40,000; plant has good, growing business; reasons for selling, ill health; excellent investment; can be bought right. E 794.

FOR SALE — Because the manager wishes to retire from active business, all the capital stock (1,000 shares) of the Dearborn Printing Company, Seattle, Wash., is offered for $7,500; good plant, location, reputation, patrons, profits, a rare opportunity for 2 or 3 up-to-date printers to acquire a growing business in a growing city. Particulars to those prepared to buy. B. B. DEARBORN, 303 Collins bldg., Seattle, Wash.

FOR SALE — Daily and weekly newspaper and job-printing plant in Indiana manufacturing city; Mergenthaler Linotype, Whitlock presses, etc.; business established 1863. Address, at once, E 788.

FOR SALE — Fine newspaper opportunity in Pacific Northwest; only newspaper in town of 1,000 in Coos Bay country; now doing fine business; can be immensely developed; fine opportunity for hustler; by dealing now buyer can beat the railroad into the most promising undeveloped field in the country; center of dairying and farming country; fine climate; reasons for selling: other business and health. ENTERPRISE, Myrtle Point, Ore.

FOR SALE — Job office in progressive far West city of 15,000, high altitude; pony cylinder, 4 platens, modern type, splendid equipment; almost new; shop making money. E 787.

FOR SALE — Job plant in city of 8,000; established business; inventories $1,500; bargain, $1,000 cash; only 3 shops in city; reason for selling — desire to locate West. NANCE, Dalton, Ga.

FOR SALE — Only paper (independent) in growing southeast Missouri town of 1,800 inhabitants, all white; good subscription and job field; price, $3,000 cash; investigate. DAVID BRIGHT, East Prairie, Mo.

FOR SALE — $4,800 buys well-established, fully equipped job-shop in Seattle, Wash.; cylinder, 3 jobbers, power cutter, stitcher, up-to-date material of all kinds; no indebtedness. E 786.

FOR THE TRADE — Best line of litho-print stock certificates, bonds, etc.; new and special designs; fine gold effects. Write for samples and prices. THE PIONEER COMPANY, established 1849, Manufacturing Stationers, St. Paul, Minn.

LARGEST, most artistic line of calendars in the country, exclusive designs, copyright subjects, with pads to match; also excellent assortment leather, cloth, metal and other advertising novelties; just the line for the printer; you can print the ad. or we will do it for you and put on your imprint. Write for samples. WESTERN SPECIALTY CO., Globe bldg., Seattle, Wash.

NEWSPAPER MEN AND PRINTERS — The Canadian Northwest is being settled by thousands of Americans; new towns spring up every day; every town wants a newspaper. Write to MILLER & RICHARD, 123 Princess st., Winnipeg, Manitoba, for full particulars and names of towns.

WELL-EQUIPPED, one-man job office, doing good business; located in central Michigan town, 60,000; invoices $1,800; will stand investigation; poor health reason for selling; make an offer; state whether you have cash. E 779.

FOR SALE.

BABCOCK OPTIMUS, bed 32 by 47. Write for full particulars and illustration. $1,800. A. F. WANNER & CO., 340-342 Dearborn st., Chicago, Ill.

BARGAIN — Two very good Elliott thread stitchers; very low price; lost work for which they were bought. CHEROUNY PTG. & PUB. CO., 23 Vandewater st., New York city.

BOOKBINDERS' MACHINERY; rebuilt No. 3 and 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOSEPH E. SMYTH, 108-128 N. Jefferson st., Chicago.

FOR SALE — Complete type-casting equipment of Independent Type Foundry, Los Angeles, Cal. Consists of 2 Lanston Monotype casting machines, 2 air keyboards, display-type attachment, compressors, molds, 22 fonts matrices, etc.; all in first-class condition; retiring from business; will sell at very low price. Address as above.

FOR SALE — Good printing-plant — power press, gasoline engine, paper-cutter, type, cases, etc. I. C. DUCKWORTH, Pryor Creek, Okla.

FOR SALE — Improved router, proof press, saw-table, Levy screens, or would put same for interest in plant. 2831 Third st., Louisville, Ky.

FOR SALE — Up-to-date printing outfit; cost $2,000 at foundry; will sell cheap to quick buyer. E 491.

HUBER, bed 39 by 52, crank movement, thoroughly rebuilt, $1,800. A. F. WANNER & CO., 340-342 Dearborn st., Chicago, Ill.

LATE STYLE Challenge Gordon, size 10 by 15, complete, thoroughly rebuilt, $150. A. F. WANNER & CO., 340-342 Dearborn st., Chicago.

SIX-COLUMN QUARTO, C. B. Cottrell & Sons Co. (Monarch); splendid condition; $700. A. F. WANNER & CO., 340-342 Dearborn st., Chicago, Ill.

14 by 20 Chandler & Price Gordon, $220. A. F. WANNER & CO., 340-342 Dearborn st., Chicago.

14 by 22 Gally Universal, Style 3, $345. A. F. WANNER & CO., 340-342 Dearborn st., Chicago.

26 by 37 C. B. Cottrell & Sons 4-roller press. Full particulars and illustration on application; $1,200. A. F. WANNER & CO., 340-342 Dearborn st., Chicago.

$75 EACH FOR MAGAZINES for Nos. 2 or 3 Linotype machine; perfect condition. Refer to Mergenthaler Linotype Co., San Francisco. TRIBUNE-REPORTER PRINTING CO., Salt Lake City, Utah.

HELP WANTED.

ARE YOU LOOKING FOR WORK? — File your name with The Inland Printer Employment Exchange and it will reach all employers seeking help in any department. During the past two months we have received calls for the following: Job printers, 10; Linotype operators, 7; machinist-operators, 3; Monotype keyboard operators, 2; superintendents and foremen, 8; all-around printers, 11; bookbinders, 4; solicitor, 1; salesmen, 2; stonemen, 3; ad.-man, 1; compositors, 15; artist, 1; pressmen, 6; pressfeeders, 2; proofreaders, 2. Registration fee, $1; name remains on list as long as desired; blanks sent on request. THE INLAND PRINTER COMPANY, 120 Sherman st., Chicago, Ill.

Artists.

ARTIST WANTED — Competent on women's fashions, to go to Canada for the summer; top salary to first-class man. THE MORTIMER CO., Ltd., Montreal, Canada.

WANTED — Artist; must be good on design and photo retouching; a steady situation. E 790.

Bookbinders.

PAMPHLET BINDERY FOREMAN WANTED — An up-to-date executive with a thorough knowledge of labor-saving machinery, fully capable of handling help and getting work out on time; an excellent position in one of the finest plants in the East; state salary, experience and references. E 307.

Compositors.

WANTED — A well-educated and healthy, temperate young man, thoroughly understanding composing-room work; must be rapid, accurate and skilful worker, capable of setting up advertising in original manner, imposing and making-up forms; good future for right man; state salary expected, age and references. PLUMBERS' TRADE JOURNAL PUB. CO., 45 West 34th st., New York city.

Engravers.

WANTED — First-class three and four color process etchers. PHOTO-CHROMOTYPE ENGRAVING CO., Philadelphia, Pa.

Foremen, Managers and Superintendents.

WANTED — Foreman for composing-room in well-established business in the South; must be sober, wide-awake, progressive and union; references required; will sell stock if acceptable. E 765.

Miscellaneous.

WANTED — Job compositors, feeders and platen pressman to take charge; a beautiful town, with many educational advantages in the shop. THE ROYCROFTERS, East Aurora, N. Y.

Operators and Machinists.

LINOTYPE OPERATOR — We require a Linotype operator for night work who can set at least 150 lines per hour of 7-point newspaper measure and who knows how to set bookwork, magazine and tabular work, in fact, any kind of work that can be done on a Linotype, and with clean proofs; machinist not required, but must know how to make all changes on model 3 and keep it in good order while operating; one who is willing to work 54 hours a week for good pay and fair treatment in a country town of 8,000 people, where the working conditions are ideal and in a shop where the best equipment is provided and the best work expected; one who, having found a good job and a good town and a good shop, will be content to stay; one whose loyalty is not hampered by membership in any organization and who is not afraid to stand on his own merits; a married man preferred, but not required; if you are the man, write and tell us what you think we ought to pay for your services; we can not pay city wages, but you can better afford to live here for what we can pay than to live in the large cities for a great deal more money; we have 2 Linotypes running night and day, a Monotype, 4 cylinder presses, 3 job presses and 40 to 50 employees; weekly newspaper, magazine, book and job work; plenty of fresh air, sunlight and green grass; in replying, give full information about yourself and tell when you can begin work. VERMONT PRINTING CO., Brattleboro, Vt.

HELP WANTED.

Pressmen.

WANTED — Pressman for shop doing colored post-cards, fine half-tone work in booklets, etc.; pressroom is nonunion because feeders' union of this city is full of incompetents and union is dictatorial and unreasonable; must know inks and Colt's Armory presses; salary to start, $25 week; will not furnish transportation; send samples of work. WHITE ADVERTISING BUREAU, Inc., Hancock bldg., Seattle, Wash.

WANTED — Pressman, 2-color press, on folding boxes; nonunion; state experience, where employed, also wages expected. E 483.

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WANTED — Salesman familiar with printing and lithograph business, and capable of making detailed estimates. Apply CHRISTIE LITHO. CO., Duluth, Minn.

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A BEGINNER on the Mergenthaler will find the THALER KEYBOARD invaluable; the operator out of practice will find it just the thing he needs; exact touch, bell announces finish of line; 22-page instruction book. When ordering, state which layout you want — No. 1, without fractions; No. 2, two-letter with commercial fractions, two-letter without commercial fractions, standard Junior, German. THALER KEYBOARD COMPANY, 505 "P" st., N. W., Washington, D. C.; also all agencies Mergenthaler Linotype Company. Price, $4.

A LINOTYPE SCHOOL AT HOME — The Eclipse Keyboard, with complete instruction course, price, $4; either standard or two-letter arrangement; circular on request. ECLIPSE KEYBOARD COMPANY, 117 S. Bonner st., Dayton, Ohio. Following agencies: Empire Linotype School, 419 First av., New York city; A. E. Moissan, Box 1118, Winnipeg, Man., Canada.

AMATEUR BOOKBINDING — Easy, illustrated instructions; 2 parts; first part, 20 cents. H. KIGER, Sherrard, W. Va.

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ADVERTISING MAN, linguist, experienced in the preparation of copy, first-class illustrator and designer (line drawings, wash-drawings, lettering, photo retouching), commercially well-trained, open for engagement; at present employed by large agency as copy-man and artist; samples on request; offers under $2,000 can not be considered. E 778.

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BINDERY FOREMAN, first-class executive and mechanical experience in all branches, wants position. E 340.

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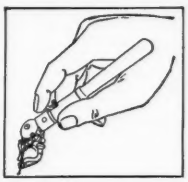
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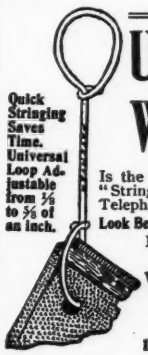
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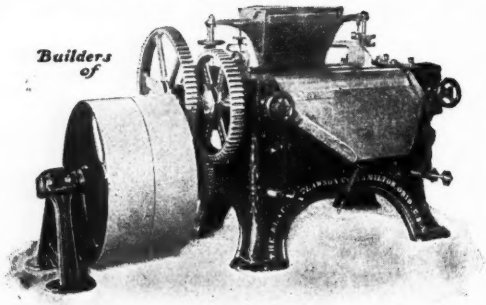
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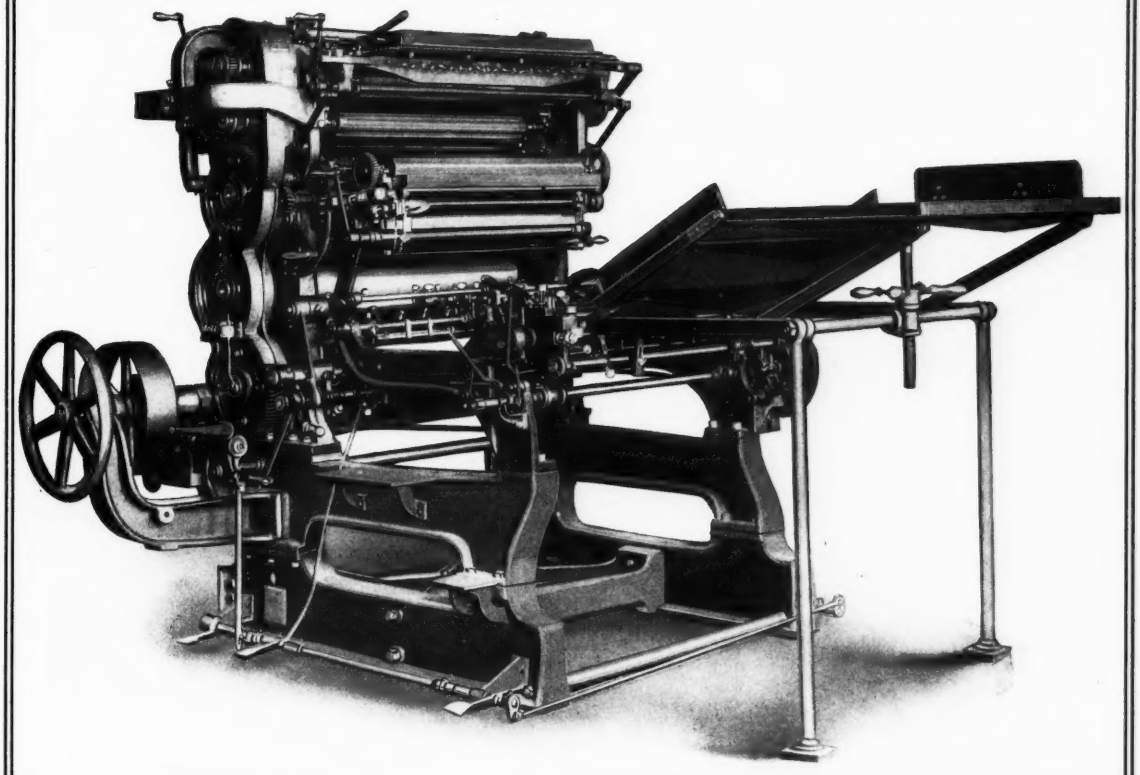
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GOLD . . . . . An unknown quantity to many printers. The remedy is in the —

HARRIS . . . . . The offset press for you to buy now.

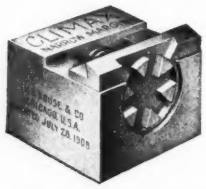
(*To be continued*)

THE HARRIS AUTOMATIC PRESS CO.

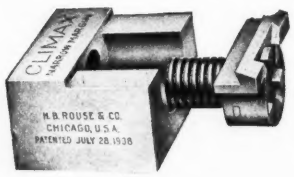
CHICAGO OFFICE
Manhattan Building

FACTORY
NILES, OHIO

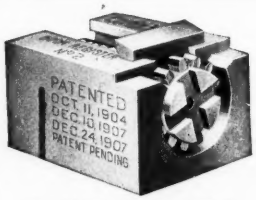
NEW YORK OFFICE
1579 Fulton
Hudson Terminal Building



Climax Register Hook, No. 2



Climax, ready to clean



Combination Register Hook

Knowing Needs

IF YOU ARE SATISFIED with your present system and will not learn or listen to progressive methods and to printers who are daily using the ROUSE Register Hooks and Bases, then this advertisement, our catalogues or circulars—in fact, a personal interview—will not interest you. But, if you are alert and your inclinations are to forge ahead—to learn of what is new, of the systems and devices that will remedy the leaks and delays of your shop—certainly the ROUSE proposition will appeal to you.

What Better Proof Can Be Offered

than the fact that printers who once use our Register Hooks and Bases will use no other, and operate their shop with the knowledge that all *leakages* and *delays* are put to an end?

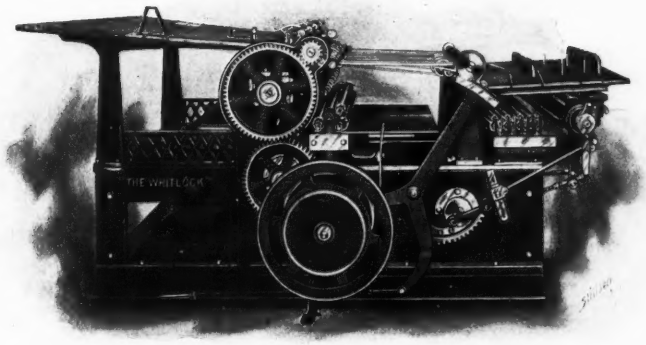
Our circular matter, pamphlets, catalogues, etc., will inform you of many valuable features that *now* may act as stumbling blocks, thus preventing your ready acceptance of the *new* and the rejection of the *old*.

MADE ONLY BY

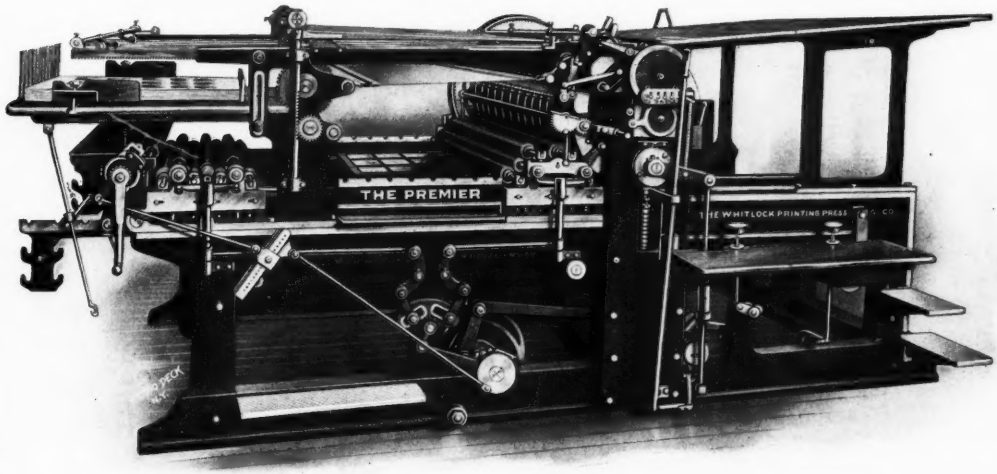
H. B. ROUSE & CO.

2214-2216 Ward St., CHICAGO, ILL.

WHITLOCK PRESSES



The WHITLOCK PONY—The Standard Pony Press of the World. Runs easily on good foundation **3,000** per hour—hourly, daily, weekly—for years. Under proper conditions can speed to **3,500** per hour. More Whitlock Pony Presses are sold than all other makes combined. *The printer's most profitable investment.*



The PREMIER—Two-Revolution Four-Roller. The latest—and *the BEST*. That the trade recognizes and appreciates its undoubted superiority over every other Two-Revolution Press is proven by the fact that we are selling PREMIERS right along up to the fullest capacity of our shop facilities.

Let us tell you about them!

AGENCIES

Chicago, St. Louis, Cleveland, Cincinnati, Detroit, Minneapolis, Kansas City, Denver, Los Angeles, San Francisco, Spokane, Seattle, Dallas—AMERICAN TYPEFOUNDERS CO.

Atlanta, Ga.—Messrs. J. H. SCHROETER & BRO., 133 Central Ave.

Toronto, Ont.—Messrs. MANTON BROS. 105 Elizabeth St.

Halifax, N. S.—PRINTERS' SUPPLIES, Ltd., 27 Bedford Row.

London, Eng.—Messrs. T. W. & C. B. SHERIDAN, 65-69 Mt. Pleasant, E. C.

Sydney, N. S. W.—Messrs. PARSONS & WHITMORE, Challis House, Martin Place.

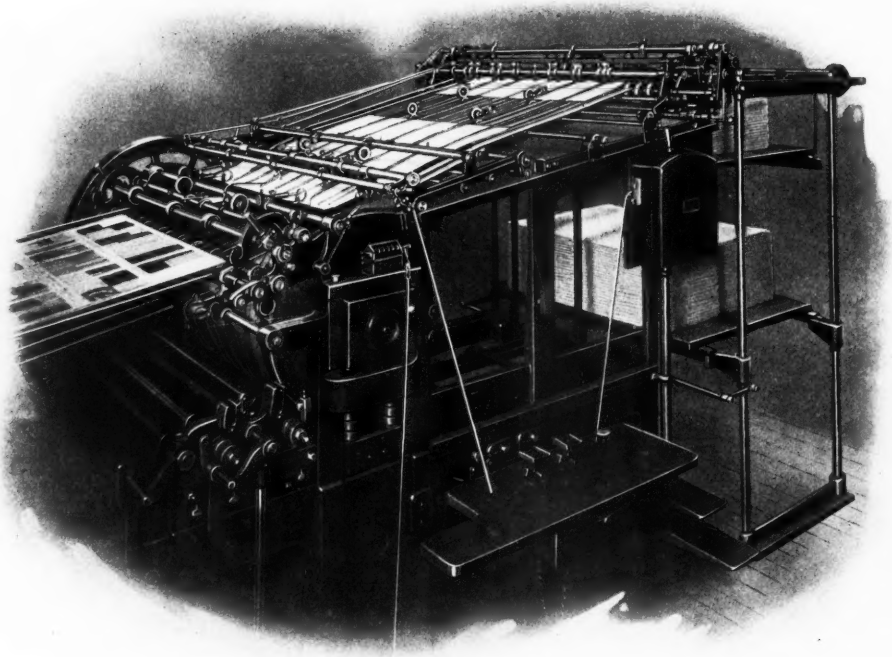
The WHITLOCK PRINTING-PRESS MANUFACTURING COMPANY

DERBY, CONN.

NEW YORK, 23d Street and Broadway
Fuller (Flatiron) Building

BOSTON, 510 Weld Building, 176 Federal Street

THE GUSTAFSON PRESS FEEDER



"The Progressive Printer's Money Maker"

- **Can be loaded from floor while in operation.**
- **Takes up less floor space than any other pile feeder.**
- **Easy access to form.**
- **Combing wheel separation.**
- **No blower, suction or electricity.**
- **Simple and reliable tripping and stopping device.**
- **Perfect register guaranteed.**
- **Easy to adjust for different size sheets. Easy to operate.**
- **A time-saver on runs of 1,000 and higher.**

MANUFACTURED AND SOLD BY

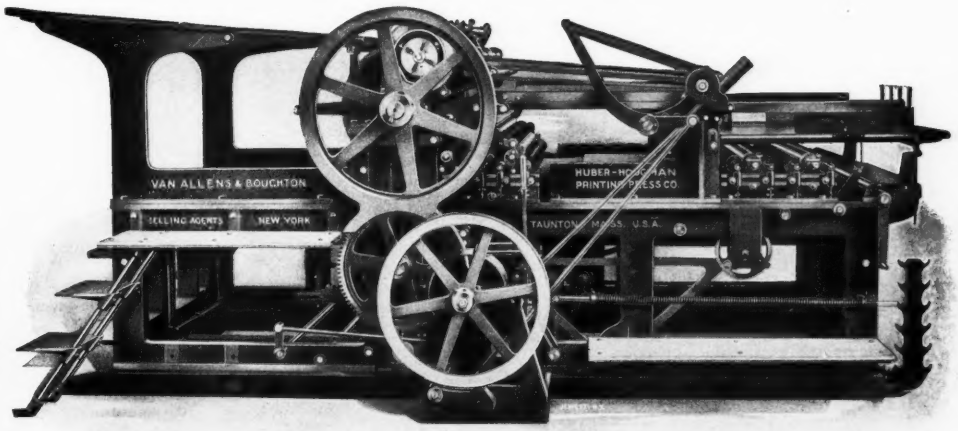
CUMMINGS MACHINE COMPANY

Builders and Designers of Paper-handling and Printers' Machinery, etc.

Western Representative — D. H. CHAMPLIN,
160 Adams Street, CHICAGO, ILL.

238 William St., New York City

THE HUBER-HODGMAN PRINTING PRESS



PRINT-SIDE-UP DELIVERY IN OPERATION

WITH a movement unsurpassed for strength and durability, and with every detail as near perfect as is possible to be made, The Huber-Hodgman Printing Press asks for an opportunity to consult with you before you make your purchase. This machine has the simplest print-side-up delivery; made in combination with the fly, can be changed from one to the other in a half minute and will deliver any kind of stock. With our excellent facilities for press building we are turning out the best built and most durable machines to-day offered the trade. We call your especial attention to our Four-Roller Pony *de Luxe*. This machine is suitable for any class of work that can be done on any printing press. The speed is all that can be utilized; it is noiseless; has neither shoes nor rock hangers; has fly and print-side-up delivery and is commended by every user.

We also make Two-Color Presses, Flat-Bed Perfecting Presses, all sizes of Two-Revolution Presses.

We ask for the privilege of a conference with you.

VAN ALLENS & BOUGHTON

17 to 23 Rose St. and 135 William St., New York.

FACTORY—TAUNTON, MASS.

AGENTS, PACIFIC COAST, ... KEYSTONE TYPE FOUNDRY, 638-640 Mission Street, San Francisco, Cal.

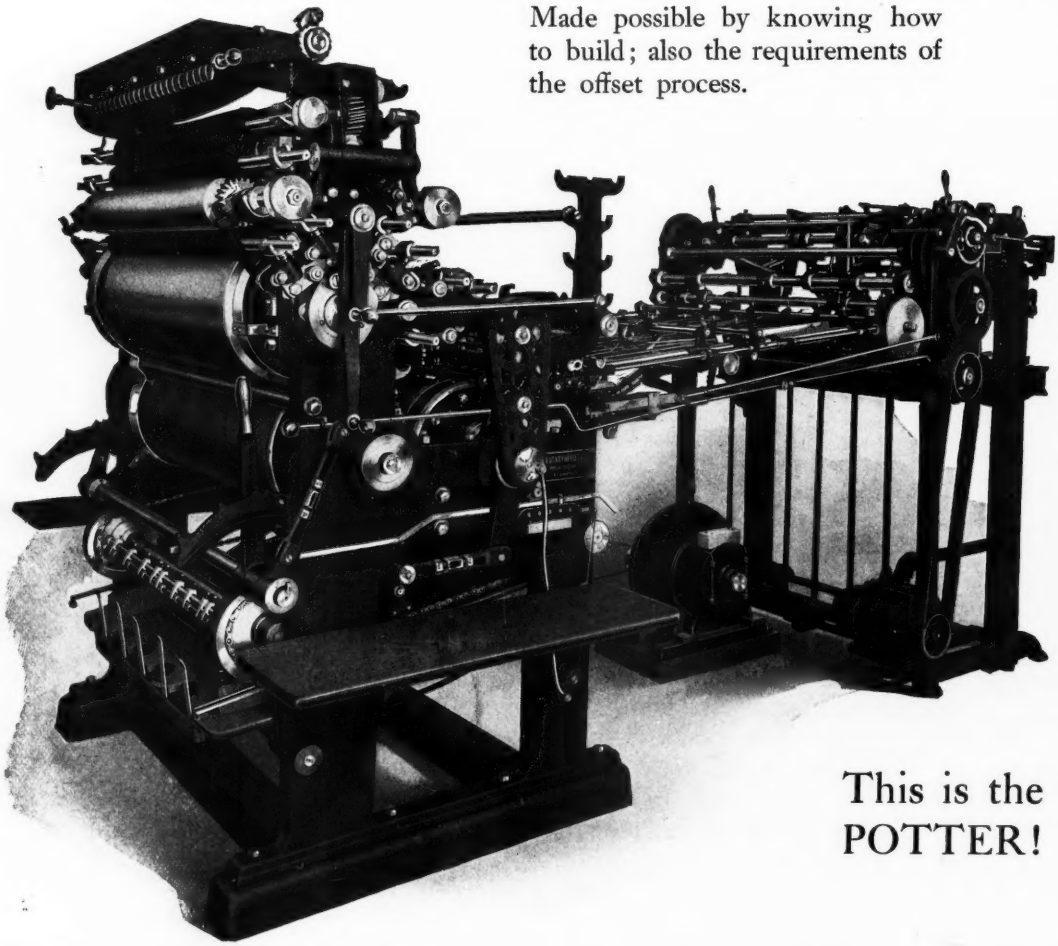
AGENT, ENGLAND, P. LAWRENCE PTG. MACHINERY CO., Ltd. 57 Shoe Lane, London, E. C.

WESTERN OFFICE, 277 Dearborn Street, H. W. THORNTON, *Manager*, Telephone, Harrison 801. CHICAGO

THE NAME POTTER MEANS PRINTING MACHINERY PERFECTION

The OFFSET PRESS with a Reputation

Made possible by knowing how to build; also the requirements of the offset process.



This is the POTTER!

POTTER PRINTING PRESS COMPANY

PLAINFIELD, NEW JERSEY

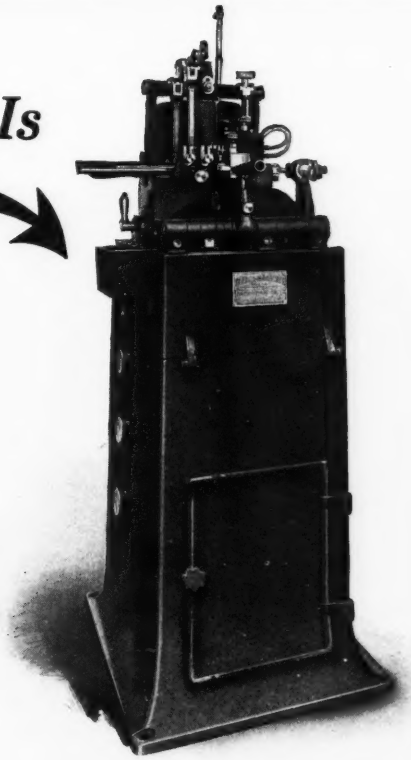
D. H. CHAMPLIN
160 Adams Street, Chicago

SALES AGENTS

H. W. BRINTNALL
638 Mission Street, San Francisco

Of Course, You Want the Best!

And Here It Is



THE THOMPSON TYPECASTER
MODEL F

Latest Installations: Minneapolis Tribune, Chicago Record-Herald

Keen Buyers Select the Thompson Typecaster

Investigate Our New Model

THOMPSON TYPE MACHINE CO.

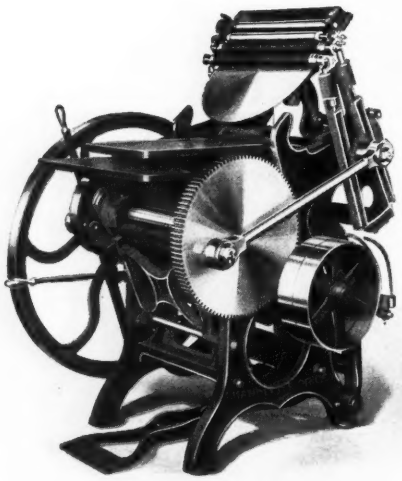
120-130 Sherman Street, Chicago.

Set in Type Made by the Thompson Typecaster.

Dividend-Paying Machines

TWO MACHINES WHICH ARE MAKING MONEY
FOR THOUSANDS OF PROGRESSIVE PRINTERS

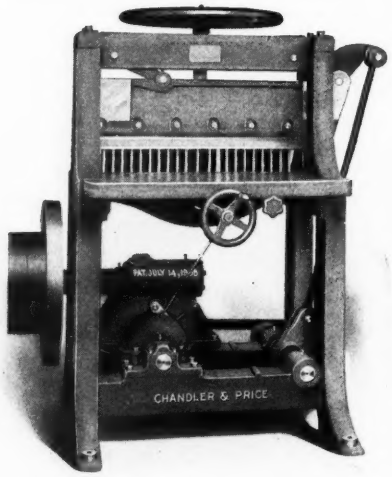
CHANDLER & PRICE GORDON PRESSES



CHANDLER & PRICE GORDON
(With Vibrating Riding Roller)

THESE presses have undoubtedly been the most constantly operated machines in thousands of printing plants during the last twenty-three years. The fact that over thirty-six thousand Chandler & Price Gordon Presses have been used during that time — nearly all of them being run to-day — and not even one press returned because of poor construction or material — tells the story of what these presses can do for you.

CHANDLER & PRICE PAPER CUTTERS

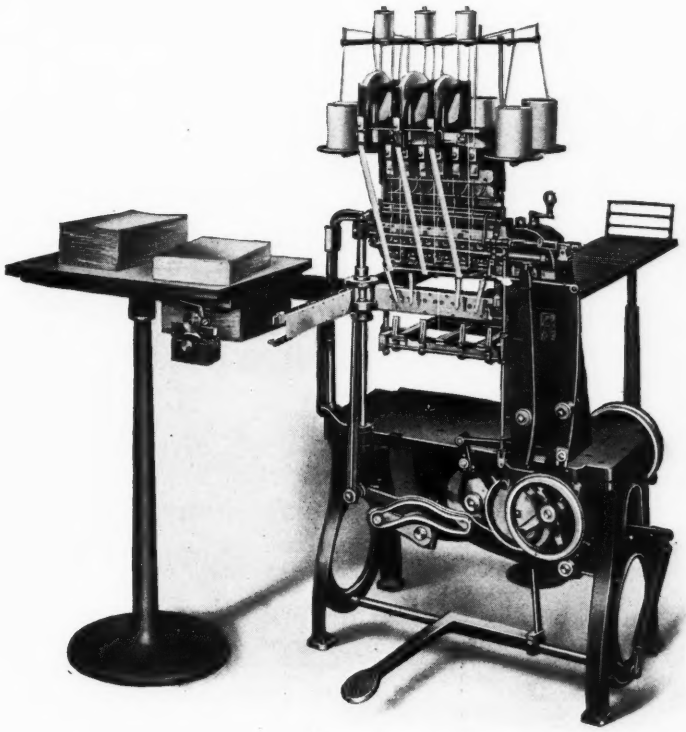


HAND-CLAMP POWER PAPER CUTTERS
Made in three sizes — 30 inches, 32 inches and 34 inches
We also make 23-inch, 26-inch and 30-inch Lever Paper Cutters

ANOTHER machine which receives frequent and often hard usage, the money-making power of which depends upon its stability, accuracy, and long wearing qualities, is the paper cutter. The Chandler & Price Paper Cutters, like our presses, are made of the very best materials and by skilled workmen. The parts of these machines are few and simple, insuring long, satisfactory service. Write for our latest book, "Approved Printing Machinery" — it fully describes these machines.

The Chandler & Price Co. CLEVELAND OHIO, U.S.A.

New Model No. 3 Smyth
Book-Sewing Machine



THE popular machine for edition work, catalogues, school books, pamphlets, etc. Performs several styles of sewing — will braid over tape, sew through tape with or without braiding, or sew without tape or twine. No preparation of the work necessary before sewing.

Its fine construction, interchangeable parts, simplicity and rapid operation, have made it the most popular machine for Bookbinders the world over.

Other sizes to suit every requirement.

WRITE FOR PARTICULARS

E. C. FULLER COMPANY

FISHER BUILDING, CHICAGO 28 READE STREET, NEW YORK

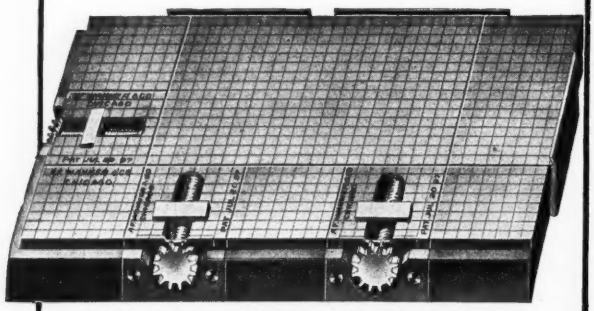
BRITE-LITE

the twentieth century furniture. Accurate as type, strong as iron, and will not rust. Lightest metal furniture made. The accuracy and rigidity of BRITE-LITE Furniture saves time on register and color printing, prevents work-ups in the run, and makes it easier to lock up so a form will lift. Every printer needs Brite-Lite in his plant. If you are not using BRITE-LITE now, let us send you a sample and catalogue free on request.



When you buy Patent Blocks

why not get the block which is universal in its adaptation. A block that is good on colorwork, on bookwork, or on catalogue work. One that can be used under almost every combination of circumstances which are bound to arise in almost every shop. A block that will handle odd shapes



(Page 25 x 41 picas. Made up with only nine simple pieces.)

and sizes of plates — that permits you to put the hooks any place you wish so the plates may be clamped at any point desired—a block that is easy to make up — a block that is durable, strong and accurate — a block that will save you the greatest amount of money on your plate printing. If this is the kind of block you want, buy the

SUDDARD BLOCK SYSTEM

now. Sent on thirty days' approval to responsible printers.

A. F. WANNER & CO.
340 Dearborn Street - - - - - - CHICAGO

Inks that are used in every country where printing is done.

Kast & Ehinger
Germany

Manufacturing Agents for the United States, Canada, Cuba, Mexico

Charles Hellmuth

Printing and Lithographic

INKS

DRY COLORS, VARNISHES

SPECIAL OFF-SET INKS

The World's Standard Three and Four Color Process Inks

Gold Ink worthy of the name

Originators of Solvine

Bi-Tones that work clean to the last sheet

New York
154-6-8 W. 18th Street
Hellmuth Building

Chicago
355-7-9 S. Clark Street
Poole Bros. Building

You Should Have This Book

in your office. It contains full line of our samples and plans how to sell

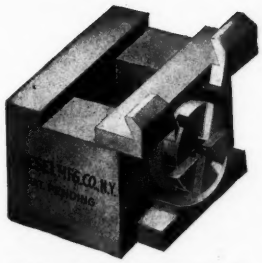
Steel Die Embossing Work

You can build up a profitable side-business, and once your patrons learn that you can take orders for all classes of Embossed Stationery, you will control a business worth while.

Our System Will Interest You

We will place in the hands of the local printer full information, samples, prices, etc., enabling him to go among his clients and solicit steel-die work. Show your customers the quality and character of our work. Write to-day for further particulars.





The latest and best Register Hook.

Why are SEVENTY-FIVE per cent of all Printing Plates held and registered on Wesel Register Hooks and Blocks?



West side of Register Hook Department.



East side of Register Hook Department.

BECAUSE WESEL meets, better than others, the needs of the larger establishments — the leaders — all over the world, and makes every system of Register Hook and Block that can be honestly recommended. Send for "What Every Printer Should Know About Blocks and Register Hooks," and be convinced No system of appliances for holding and registering plates is superior under all conditions — each has its limitations. Concerns that make only one system must, of course, claim superiority, but claiming is not performing. Wesel, making all systems, gives impartial advice.

FACILITIES Here are three photographic views of Wesel's Register Hook and Sectional Block Department (quite separate from our celebrated Grooved Iron Block Department). It is 100 x 56 feet = 5,600 square feet. It has 64 machines, 56 having direct-connected electric motors. The equipment is the best money can buy to-day, and several machines are specially constructed for this work. More than 40 Brown & Sharp micrometer gauges are in constant use by the operators to ensure accuracy.

In this line no one can manufacture more economically than WESEL, and no one has equaled WESEL QUALITY. The immense output is one strong proof. A test will furnish the other proof.



Northeast corner Register Hook Department. The northwest corner is not shown.

F. WESEL MANUFACTURING CO. Main Office and Factories 70-80 CRANBERRY STREET, BROOKLYN, N. Y.

Also — 10 Spruce Street, N.Y. City; 315 Dearborn Street, Chicago; 712 Mutual Life Building, Philadelphia.

Wesel makes and sells everything for the Printer, Photo-Engraver, Electrotyper and Stereotyper



THE AD-MAN'S CABINET

HAMILTON'S MODERNIZED COMPOSING-ROOM FURNITURE

Has a new exponent in The Ad-man's Cabinet, a thoroughly practical and economical addition to the line. The illustration tells the story of its convenience. SEND FOR DESCRIPTIVE CIRCULAR.

As an example of what can be accomplished in the rearrangement of composing-room furniture, we can refer to the case of a large representative concern occupying two floors of a building, where it was necessary to condense all the furniture onto one floor. Our expert solved the problem. Not only will this concern save 50 per cent of the composing-room floor space, but there will be a saving in the labor in this department amounting to 10 to 25 per cent. More will be said about this equipment after it has been installed.

Send for a copy of "Composing-room Economy," showing the actual floor plans of the composing-rooms in more than thirty representative printing establishments throughout the United States.

If you are interested in this vital question of composing-room economy, fill out and send us the coupon attached and let us *show you*.

We are interested in the question of Modernized Furniture and we would like to have your representative show us a floor plan of our composing-room as you would rearrange it, with a view to our installing such furniture as you can show us would soon be paid for in the saving accomplished.

Name .....

Street and No. .....

City.....State.....

Have you a copy of "Composing-room Economy"? .....

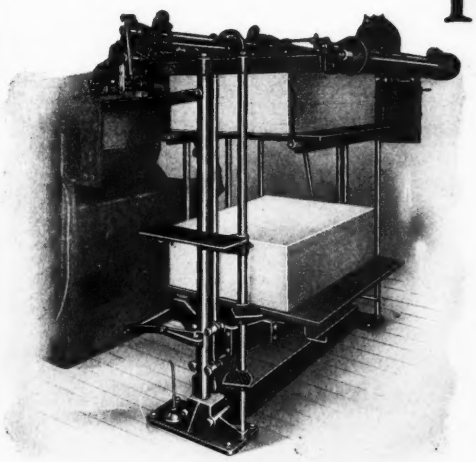
THE HAMILTON MFG. CO.

Main Office and Factories . . TWO RIVERS, WIS.
Eastern Office and Warehouse . . RAHWAY, N. J.

ALL PROMINENT DEALERS SELL HAMILTON GOODS

A VALUABLE LINE GAUGE, graduated by picas and nonpareils, mailed free to every inquiring printer.

The U. P. M. Continuous Pile Feeding Machine



Every printer, to keep abreast of the times, must consider the question of Automatic Feeding Machines.

The principles involved in the U. P. M. Continuous Pile Feeder have been toward Simplicity, Reliability and the Positive Control of the Paper.

The Double Elevator and easy adjustments make possible the economy of a feeding machine for short runs.

The expressed satisfaction of our customers attests the merit of this machine.

The Chapman Electric Neutralizer

The constant endeavor of the printer and lithographer is toward greater production and reduced costs.

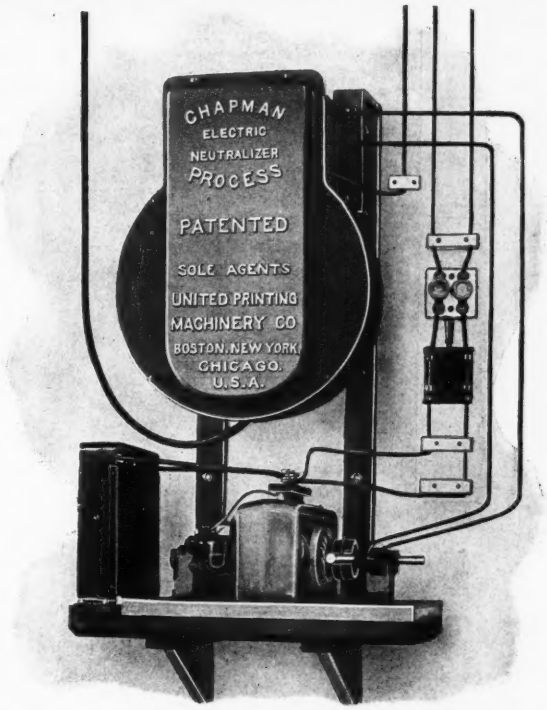
Get out your cost cards.

What would it save you a year, could your troubles from static electricity be overcome?

What production have you lost from this cause?

The Chapman Electric Neutralizer increases production and reduces the costs.

There is some firm near you who has proven this. We will send you their name; then ask for yourself.

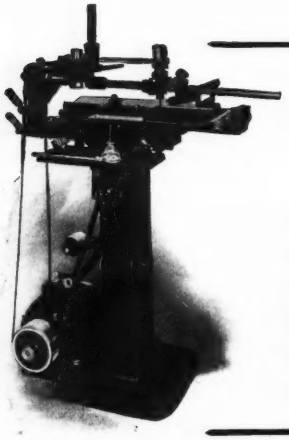


United Printing Machinery Company

246 Summer Street, Boston — 12 Spruce Street, New York

Williams-Lloyd Machinery Company, Agents

337 Dearborn Street, Chicago



HEXAGON SAW TRIMMER

A complete composing-room machine consisting of the following units:

Saw Trimmer
Radial-Arm Router
Jig Saw
Beveler
Power Drill
Slug Cutter and Trimmer

ALL TO A STANDARD POINT MEASURE

Hexagon Tool Co.

DOVER, N. H.

NEW YORK . . . . . 321 Pearl Street
CHICAGO—THOS. KNAPP . . 1241 State Street

Selling Agents and Expert Machinists

I sell Peerless Gluing Machines; various well-known Wire Stitchers, and duplicate parts for Elliott Thread, Thompson, Boston, Brehmer, National and other Wire Stitchers

Attractive Bargains

in secondhand Wire Stitchers. Let me send you list and prices. These prices mean a large saving to you.

CHAS. A. MÜLLER, Machinist
66 Centre Street - - NEW YORK

I repair Case Making, Casing-in, Book Sewing, Gluing and Stitching Machines of all makes.

James White Paper Co.



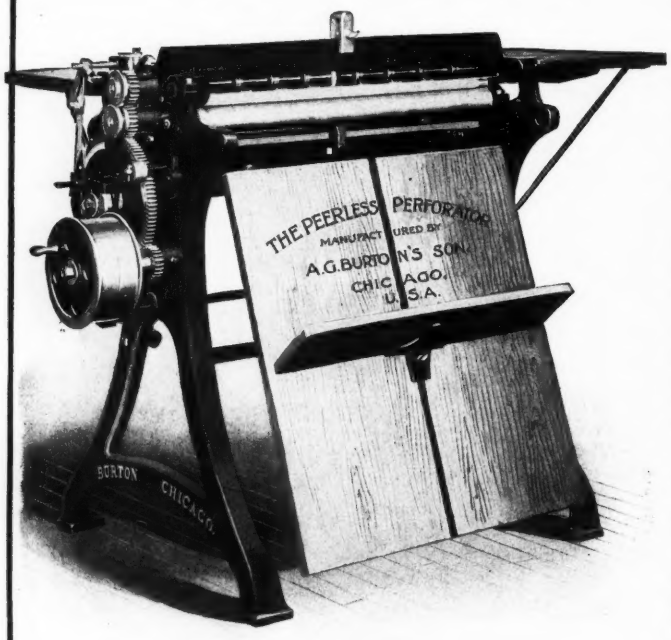
TRADE-MARK
REGISTERED U. S. PATENT OFFICE.

COVER AND BOOK PAPERS

210 MONROE STREET - - - CHICAGO

Free from Pet Ideas or Frills

No weak points — made to last — represents the end of experiment



The Peerless Leadership

is not maintained by false or weak claims. There is a great, big difference between PERFORATORS which are really good and those which claim to be good.

In selecting a Perforator *now* you should consider the *future*.

Rapid, perfect perforation, adjustable to a wide range in the thickness of stock, and clean perforation, are a few points to be thought of. Better investigate. Let us send you descriptive matter.

SELLING AGENTS

GANE BROS. & CO. . . . . CHICAGO, ILL.
T. W. & C. B. SHERIDAN . . . . . CHICAGO, ILL. / LONDON, ENG.
S. KOCHANSKI . . . . . BERLIN, GERMANY
MIDDOWS BROS. . . . . SYDNEY, N. S. W.

MANUFACTURED BY

A. G. BURTON'S SON
118 to 124 South Clinton Street
CHICAGO, ILLINOIS, U. S. A.

E. C. FULLER CO., 28 Reade St., NEW YORK — Sole Eastern Agents
THE J. L. MORRISON CO. . . Sole Agents for Canada
JOHN DICKINSON & CO., Agents for South Africa and India

Peerless Adjustable Speed Motors



For "a thousand and one" applications. Designed especially for printers' machinery of every description, as well as for lithographers' machinery and paper-box machinery.

A Peerless Motor for every need. Submit your motor problems to our engineers. Direct-current motors $\frac{1}{10}$ to 30 horse-power.

"Peerless Motors Are Good Motors"

THE PEERLESS ELECTRIC CO.

Factory and General Offices, WARREN, OHIO

CHICAGO, 315 Dearborn Street NEW YORK, 43 West 27th Street

HERCULES Powerful Up-to-Date EMBOSSER

Effecting a pressure of 120 to 400 tons.

4 Sizes

Speed

Inking Gear or without

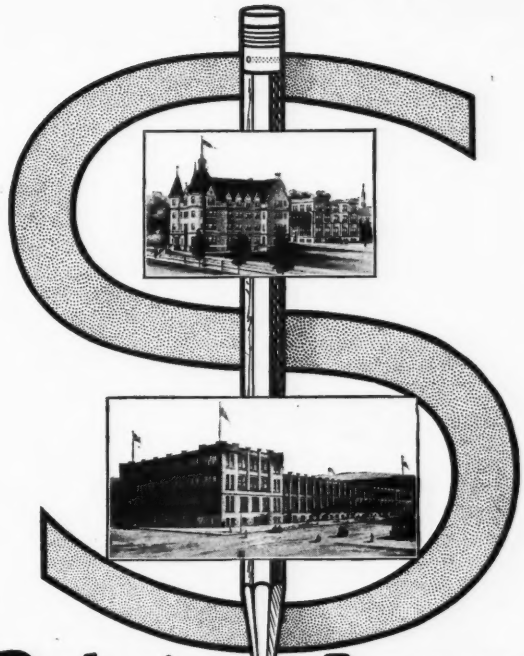


Let us tell you more about the new features and advantages of this machine; how it works and what it will do for you.

VICTORIA PLATEN PRESS MFG. CO.

For particulars write

FRANK NOSSEL, 38 Park Row, N. Y.



Printers Learn Advertising

Every live printer can learn to be a live advertising man. The opportunities in this profession are unlimited. Never has there been such a great demand for advertising men as at present—a demand that far exceeds the supply.

The Advertising Course of the International Correspondence Schools covers every branch. Planned by the foremost advertising men in the world, this course is absolutely without equal. The subjects include

Type, copy writing, planning follow-up systems, managing advertising appropriations, illustrating, catalogue and booklet writing, mediums.

This course is backed by the successful advertising experience of the I. C. S., and has the added advantage of not being a one-man course. It is the one course for ***you,*** no matter in what particular branch of advertising you wish to excel.

For free 80-page book fully describing the Course, fill in and mail the attached coupon to-day. Doing this places you under no obligation. Send the coupon ***now.***

International Correspondence Schools

Box 1207, Scranton, Pa.

Please send, without obligation to me, specimen pages and complete description of your new and complete Advertising Course.

Name .....

St. and No......

City.....*State*.....

The I.T.U. Course

Practical, Not Academic

¶ Among the dubious, there is a disposition to regard this Course as hifalutin — inculcating much that is of little value to the man at the case.

¶ Nothing could be farther from the truth. Though the utility of each step may not at first be apparent to all, every lesson has a direct bearing on the work of the day. A Chicago student working in a small office applied the instruction he received while working in the office. He was also capable of doing work in design and hand-lettering. Read carefully what he says in bidding goodbye to the instruction department:

"The instruction received in composition, type arrangement, imposition and designing has enabled me to do better work than I would have done if I had depended upon learning the trade in a printing-office. At different times I have been able to take work in designing and hand-lettering and have received reasonable returns. In regard to my daily work, am now able to apply the instruction and information I received, with good results both to myself and employers. Have learned a great deal from the mistakes and criticisms of my lessons, taking advantage of them by remembering and avoiding them in my daily work. The time spent on the lessons was pleasant and profitable, and I also took very much interest in studying them. I thank you for your interest in my work."

¶ Any compositor who wishes to improve should take this Course. Full information by dropping a postal to

THE I.T.U. COMMISSION

120 Sherman Street, Chicago, Ill.

Sold for less than actual cost — $23 for spot cash, or $25 in installments of $2 down and $1 a week till paid. Each student who finishes the Course receives a rebate or prize of $5 from the International Typographical Union.

¶ This ad. is the work of a student of the Course and demonstrates the uses to which lettering may be put in ordinary work.

Canadian Typographical Prosperity

The Dominion of Canada Trade and Commerce Report for the ten months ending January 31, 1910, shows that

The Imports of Printing Machinery from United States Manufacturers have Increased in One Year 132%

as compared with the same imports for the corresponding ten months of the previous year.

Following is a list of these imports from *United States only* for the *ten months* ending January, 1910, together with the percentage of increase in each case over the corresponding months of the previous year.

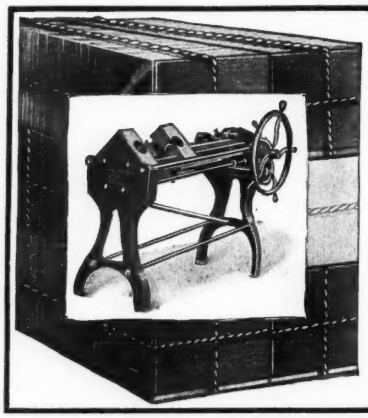
		Increase
Printing-presses	$544,914	134%
Lithographic presses and typemaking accessories	53,101	612%
Typesetting and typecasting machines	211,134	126%
Bookbinders' machinery	147,002	142%
Type, including chases, quoins and slugs	75,714	52%
Total	$1,031,866	132%

Surely in such a market there is business for you whether your line is printing machinery, ink, paper or other supplies. Through

"Printer and Publisher" of Canada

we gather together the managers of more than 90 per cent of the actual printing plants of Canada and enable you to present your proposition with all the advantages which only the home paper can give.

Full particulars as to rates, size of page, etc., will be furnished upon application to the Advertising Department of PRINTER AND PUBLISHER, 10 Front Street East, Toronto, Canada.



As to the value of other things,
most men differ. Concerning the

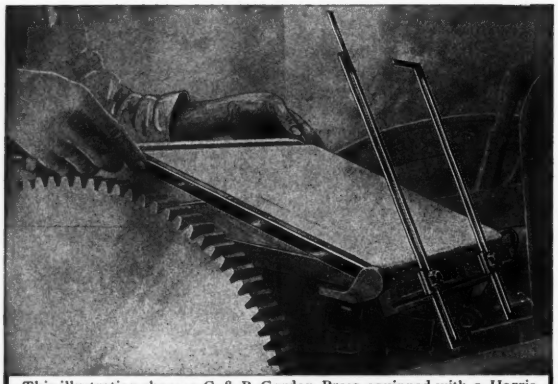
Anderson Bundling Press

all have the same opinion.

The high pressure produced and the ease of obtaining it, is ONE reason why so many ANDERSON BUNDLING PRESSES are used. Many binderies have from two to twelve.

Write for List of Users in your locality

C. F. ANDERSON & CO. 394-398 Clark St., CHICAGO



This illustration shows a C. & P. Gordon Press equipped with a Harris Adjustable Tympan Frame and a set of Harris Adjustable Grippers.

The HARRIS "TWINS"

TIME-SAVERS *for* JOB PRESSES

HARRIS ADJUSTABLE JOB PRESS TYMPAN FRAME
(*Patented*)

FITS down snugly over the platen. Holds all the tympan sheets. Can be lifted at any time to take press proofs or run rush jobs without affecting the register. Particularly useful in striking up colors.

HARRIS ADJUSTABLE JOB PRESS GRIPPERS
(*Patented*)

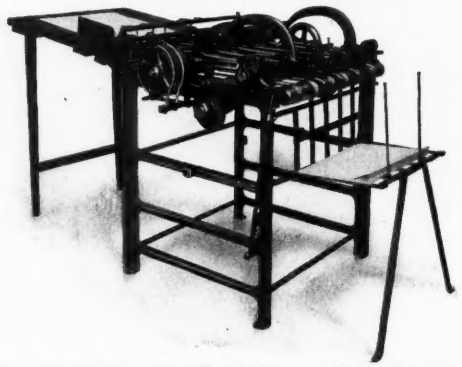
LONGITUDINAL and lateral adjustments may be made simultaneously. Simple in operation, durable in construction, reasonable in cost. They stand to-day the pink of perfection in Gripper construction.

MANUFACTURED BY

HARRIS GRIPPER & MANUFACTURING CO., *Inc.*
RICHMOND, VA., U. S. A.

SOLD BY DEALERS EVERYWHERE

A FOLDER at the Right Price



The Hall Single Fold Drop Roll Folder

is the cheapest and best machine for cover and end-sheets. High speed. Will fold from 4,000 to 6,000 per hour; will fold sheets size 6 x 6 to 24 x 24.

This machine is built with a view to fill the requirements of a modern job office at a very low price.

Write to-day for our terms, prices and full particulars.

We REPAIR and MOVE Folders and Feeders.

A. W. HALL & COMPANY
327 Dearborn Street - - - Chicago, Illinois

DO YOU DO COLOR WORK?

We have a new device for perfect feeding of sheets to the maximum speed of cylinder or lithographic press. It increases the output, and cuts out the losses caused by imperfect feeding. It saves its cost many times over by reason of these advantages. The poorest feeder can turn out the highest quality of work. It is approved of by feeders because it helps them in their work. SEND FOR OUR NEW BULLETIN.

CHICAGO REPRESENTATIVE
CHAS. H. COLLINS, 354 Dearborn St.

FUNK MACHINE COMPANY
PRINTERS' AND BOOKBINDERS' MACHINERY
23, 25, 27 CITY HALL PLACE - - - - - NEW YORK

MEGILL'S PATENT
AUTOMATIC REGISTER GAUGE



$4.80

POOR REGISTER— SPOILED WORK—

Do You Know How Much It Costs You?

Megill's Automatic Register Gauge is the great profit-maker in color—and other register work. It brings every sheet out alike. Quickly applied just where each job requires it on any make or size of job press. Left gripper operates it.

A money order covering price will bring these Gauges promptly by mail. Such orders will not be referred back. Est. 40 years.

E. L. MEGILL, Inventor and Manufacturer
FREE BOOKLETS. **60 Duane St., NEW YORK, U. S. A.**



MEGILL'S DOUBLE-GRIP GAUGE.
Strongest gauge in the world. No pin-points, no gluing, no patching. Holds for any weight stock and adjustable by easing nuts. Fastens through a vertical slit quickly cut in top sheet. Saves tympan. **$1.25 set of three,** including key and extra tongues.



Megill's Patent
SPRING TONGUE GAUGE PIN.
Real thing in a GAUGE PIN. Very handy. **$1.20 per doz., 40c. set of three,** including extra tongues.



THE ROBERT DICK MAILER

Combines the **three** great essentials to the publisher: **SPEED—SIMPLICITY—DURABILITY.** ¶ Experts address with our machines 8,556 papers in one hour. ¶ SO SIMPLE a month's practice will enable ANY operator to address 3,000 an hour. ¶ Manufactured in inch and half inch sizes from two to five inches.

For further information, address
Rev. ROBERT DICK ESTATE - 139 W. Tupper St., Buffalo, N. Y.

Founded and Edited by H. SNOWDEN WARD, F. R. P. S.
Established January, 1894.

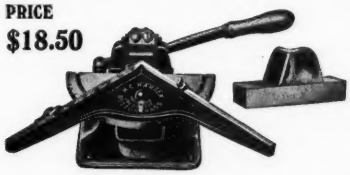
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THE PROCESS PHOTOGRAM — ESTABLISHED JAN 1894

Deals only with the Illustration side of Printing, but deals with that side thoroughly. Post free, $2 per annum.

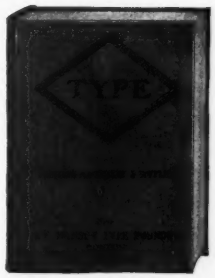
DAWBARN & WARD, LTD. { 68-74 Carter Lane / Ludgate Hill } LONDON, E. C.
AMERICAN AGENTS:
MESSRS. SPON & CHAMBERLAIN, 123 Liberty Street, NEW YORK

HANSEN'S COMPLETE MITERING MACHINE Patented

PRICE
$18.50

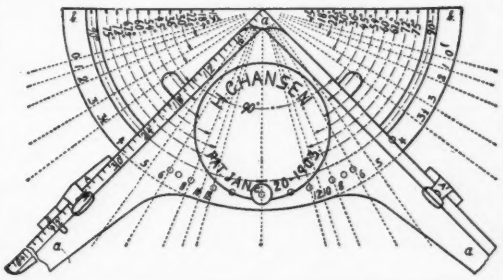


The World's Best Miterer



This 400-Page Catalog of New England's Only Complete and Independent Type Foundry is Free to any responsible printer. Have you a copy? If not, a request on your letterhead will bring it.

Unequalled for its accuracy, simplicity, and ease of operation. Saves valuable time and material and enables the printer to do better work. The rule holder has an angle of 90 degrees, when placed in the center square sets can be mitered without changing its position. Easily set by a pin, and, having no lines to guess at, absolute accuracy is assured. More of these machines in use than any other make. Our best advertisement: thousands of satisfied users. Diagram shows position of rule holder for various angles. Circular gives full particulars. Write for it.



The H. C. Hansen Type Foundry

Established 1872
190-192 Congress St., Boston **43-45 Centre St., New York**

SET IN NEW CAMBRIDGE AND CASLON O. S. NO. 2. HALFTONE BRASS RULE

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THE OVERLAND ROUTE

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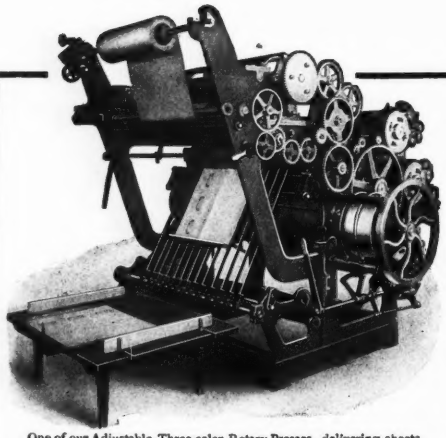
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The compositor who wants to look in at the money-making end of his trade should send postal for booklet "MACHINE COMPOSITION" and learn all about the course and what students say of it. Manipulation of **The Junior Linotype** and **Thompson Typecaster** taught without extra charge.

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One of our Adjustable Three-color Rotary Presses, delivering sheets 12 x 20 to 36 x 48. Floor space, 9 x 12 ft. Power, 3 h.-p.

AUTOMATIC PRESSES

for roll or sheet products, printing one or both sides one or more colors, numbering, perforating, interleaving, folding, as may be required.

ALL IN ONE OPERATION

Saves Labor, Rehandling and Floor Space

Advise maximum and minimum sizes and class of work so that we can offer suggestions as to suitable size and style press and quote prices.

MEISEL PRESS & MFG. CO.
944-948 Dorchester Ave., BOSTON, MASS.

Special presses for cash salesbooks, for tickets, for roll or sheet wrapping paper, for labels and wrappers. Meisel Slitters and Rewinders for all classes of roll products.

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$2 per Annum, post free. **Specimen Copy sent on receipt of 35 Cents.**

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LEICESTER and LONDON

American Representative, A. O'DONOGHUE, 317 W. 124th St., New York

The Best Special Works for Lithographers, Etc.

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ALBUM LITHO—26 parts in stock, 20 plates in black and color, **$1.50** each part.
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FREIE KÜNSTE
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has never been more clearly demonstrated than in the case of the

Acme Electrotypes and Nickeltypes

¶ It is the expressed opinion, not only of a majority, but of practically all the users of ***Acme Electrotypes and Nickeltypes,*** that they are superior to all others, and equal to the original half-tone.

We can Prove this to your entire satisfaction on your own work

Acme Electrotype Co., 341-351 Dearborn St., Chicago.

Latest
Balance Feature
Platen Dwell
Clutch Drive
Motor Attachment
(Unexcelled)

"Prouty"

Obtainable through any Reliable Dealer.

MANUFACTURED ONLY BY

Boston Printing Press & Machinery Co.
176 FEDERAL ST., BOSTON, MASS.



The BEST and LARGEST GERMAN TRADE JOURNAL for the PRINTING TRADES on the EUROPEAN CONTINENT

Deutscher Buch- und Steindrucker MONTHLY PUBLICATION

Devoted to the interests of Printers, Lithographers and kindred trades, with many artistic supplements. ¶ Yearly Subscription for Foreign Countries, 14s. 9d.—post free. Sample Copy, 1s.

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19 DENNEWITZ-STRASSE - - - BERLIN, W. 57, GERMANY

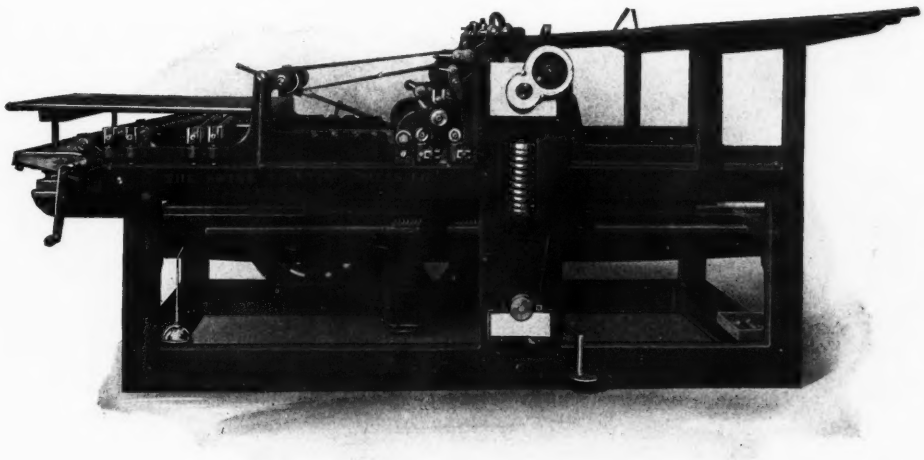
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Best medium for direct communication with the user and purchaser of Pressroom Machinery and Materials

ONE DOLLAR PER YEAR

Second National Bank Building, CINCINNATI, OHIO



The Swink Two-Revolution Printing Press

MANUFACTURED BY

THE SWINK PRINTING PRESS COMPANY

FACTORY—DELPHOS, OHIO

General Sales Office
226 The Arcade, CLEVELAND, OHIO

Address all Mail to the Cleveland Office

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1503 Manhattan Building



Pleasant People

and ideal accommodations—numerous outdoor and indoor attractions—the celebrated waters—unexcelled in the treatment of Kidney, Liver and Stomach troubles. These you should enjoy at

French Lick West Baden Springs

Nervous? Take the Rest Cure. Ill Health? Try the Waters. Run Down? Rest and Recreation will tone up your system.

Indulge yourself for two weeks this Spring—ride or drive—bowl or play golf, tennis or billiards—try the trap-shooting—or—"loaf and invite your soul."

Luxurious hotels—congenial guests—easily accessible.

Situated in Southern Indiana on the

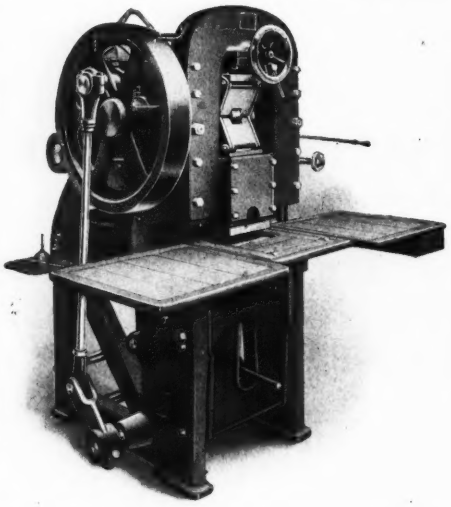
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Write for descriptive booklet, rates, etc.

FRANK J. REED, G. P. A.
Republic Building
Chicago

The Carver Automatic Die Presses

Are the Most ECONOMICAL



Easiest and quickest made ready.

Cost of repairs is the minimum.

Output not excelled for quantity or quality.

No other press is as strong and durable.

Our press guarantee is a hair-line register.

Most economical in use of wiping paper and ink.

Investigate our claims.

Can not be excelled for operating steel plates.

Adaptable for a greater variety of work than any other press.

Longest to stand the test of the trade.

We make the following sizes:
4½ x 9, 3½ x 8, 2½ x 8, 2½ x 4 Inches.

C. R. Carver Company

N. E. Cor. 15th Street and Lehigh Avenue
PHILADELPHIA, PA.

CANADIAN AGENTS:
MILLER & RICHARDS, Toronto and Winnipeg.

AUSTRALIAN AND MEXICAN AGENTS:
PARSONS TRADING CO., Sydney, Mexico City and New York.



Warnock

Diagonal Blocks and Drop-in Register Hooks

will show a saving in make-up and register of from 20 per cent to 30 per cent over any other system.

PROVE IT IN YOUR OWN PLANT—AT OUR EXPENSE

The Printing Machinery Co.
THIRD AND LOCK STREETS, CINCINNATI, OHIO

MAKES PRINTING A PLEASURE

Waltones

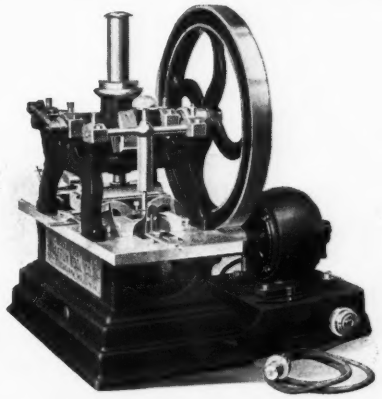
NONE BETTER

THE INLAND-WALTON ENGRAVING CO.
120-130 SHERMAN STREET
CHICAGO

The Printer can not afford to use a large press for such work as can be profitably and quickly produced on this press. A press that will print cards up to and including Government postal size at a speed of from six to eight thousand impressions per hour — self-feeding.

THE BUFFUM AUTOMATIC PRESS

is designed to handle quick jobs at the lowest cost of production, and your plant, no matter how big or how small, is incomplete without it.



Built in a strictly first-class manner by only the best of expert workmen.

All parts are strictly interchangeable and of high nickel and japan finish and with each press goes a **complete equipment.** Heavy impression, delicate and rapid adjustments.

It prints cards up to and including Government postal-card size, and feeds the same automatically from the bottom. The motor is set for a maximum speed of about **8,000 impressions per hour.**

With removable chase and tympan and our special rapid impression-regulating device, it makes possible the very rapid delivery of work.

The press is equipped with fountain, impression counter, and so arranged that it can be operated by hand, motor or belt power, as may be desired.

Printers are adding this press to their regular equipment.

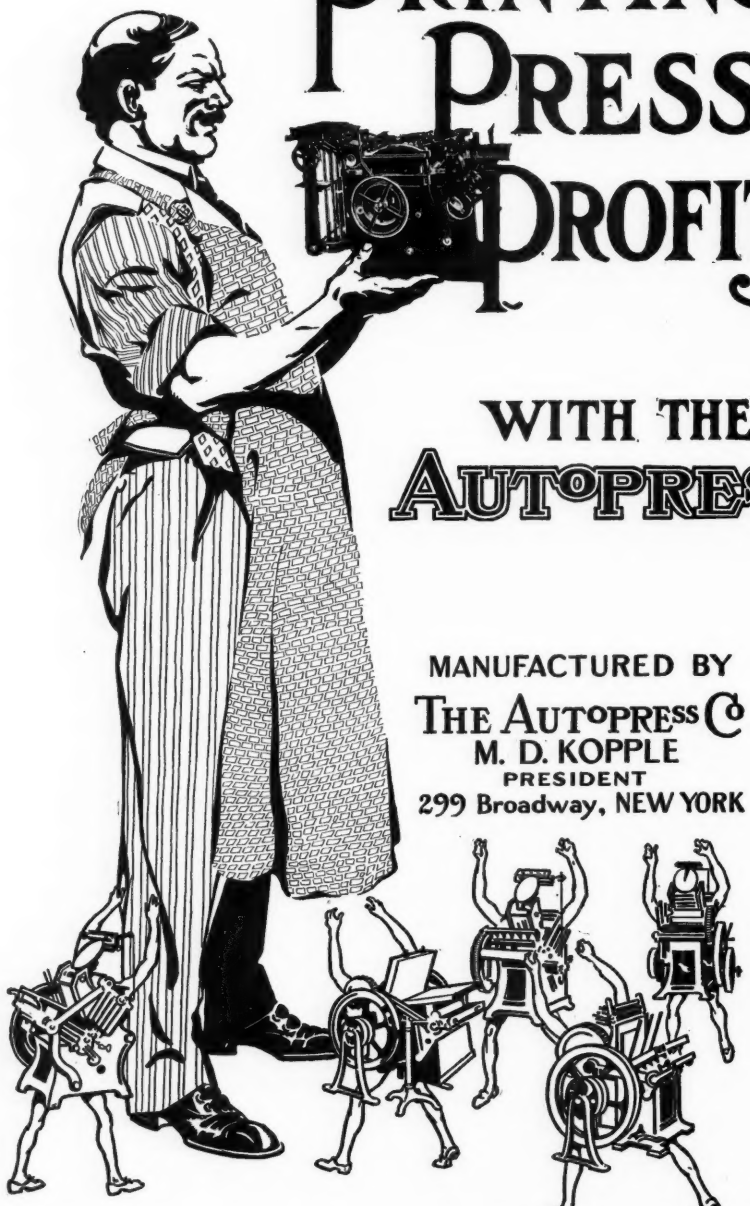
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BUFFUM TOOL COMPANY

High-grade Tools for High-grade Workmen

LOUISIANA . . . . . MISSOURI

PRINTING PRESS PROFITS



WITH THE AUTOPRESS

MANUFACTURED BY
THE AUTOPRESS CO
M. D. KOPPLE
PRESIDENT
299 Broadway, NEW YORK

THE AUTOPRESS DOESN'T *COST* MONEY—IT *SAVES*

The AUTOPRESS prints from type forms or flat plates—at a general speed of 5,000 impressions per hour It will *automatically* feed cardboard up to 140 pounds and paper in sheets generally used in commercial printing, thicker than French folio. The bed is 12½ x 17 inches, taking stock in sizes up to 11 x 17, and covering a form 10½ x 16¼ inches.

THE AUTOPRESS COMPANY

M. D. KOPPLE, *President*

CHICAGO OFFICE, 315 Dearborn St. NEW YORK OFFICE, 299 Broadway BOSTON OFFICE, 176 Federal St.

We have hundreds of commendatory letters from printers who are now operating Autopresses—too many to print on this page. Write to any of the printers whose names are given herein for their opinion of the Autopress. Some of them are operating as many as five Autopresses and still more booked with us for delivery.

THESE TELL THE TALE

Read what this magazine says about the Autopress in an article in the April issue.

—

With our new plant (capacity 20 Autopresses per week) which will be completed about June 1, 1910, we shall be in a better position to make deliveries. Send for testimonials and catalogue.

READ THIS LIST

NEW FRIENDS ARE BEING ADDED EVERY DAY

New Bedford, Mass.
W. H. Collins Co.

Minneapolis, Minn.
McIntire & Dahlen

St. Joseph, Mo.
Chapman Printing Co.

Philadelphia, Pa.
Frank M. Acton Co.

Hartford, Conn.
R. S. Peck & Co.

Seattle, Wash.
Sunset Printing & Calendar Works

New York City, N. Y.
Stettiner Brothers

Topeka, Kan.
Hall Lithographing Co.

New York City, N. Y.
Germania Fire Insurance Co.

Cincinnati, Ohio
S. Rosenthal & Co.

Youngstown, Ohio
Youngstown Printing Co.

Wheeling, W. Va.
West Virginia Printing Co.

Haverhill, Mass.
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Pittsburg, Pa.
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Boston, Mass.
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Hankins & Hankins

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E. D. Hawkins & Son

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L. Miller Company

New York City, N. Y.
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Buffalo, N. Y.
J. W. Clement Co.

New York City, N. Y.
Latimer Press

Newark, N. J.
Essex Press

The first Autopress was put out about one year ago and since the company's output has been oversold. We are adding an addition to our plant, capacity of which will be

20 AUTOPRESSES PER WEEK

If you do not install an Autopress to-day, you will later on—after your competitor does. Don't follow—why not lead?

The Autopress may be purchased on terms to suit the convenience of the buyer. No money paid to us unless it accomplishes what we claim for it.

THE AUTOPRESS COMPANY

M. D. KOPPLE, *President*

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NEW YORK OFFICE
299 BROADWAY

BOSTON OFFICE
176 FEDERAL ST.

These cuts copyrighted



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Get out your business stationery now and write:

"HERRICK,—Here's a quarter for the 4 HERRICK CUT BOOKS showing 400 good one and two color cuts for my blotters, folders, mailing cards, etc. If I don't like the books you're to send back my quarter."

ISN'T THAT FAIR?

Then send on your 25 cents. We agree to the above.

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DESIGNERS and ENGRAVERS

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The Mechanical Chalk Relief Overlay

(U. S. and Foreign Patents)

Is not made of metal
Does not require dragon's-blood
Is not etched with nitric acid

But is produced on an

Etchable cardboard
Printed on front and back
Only a resist ink used
Etched in a non-poisonous solution

resulting in a perfect overlay, with a relief on both sides of the sheet, containing each and every possible shade of the half-tone cut. Some *nine hundred printing plants* in all parts of the world have installed the process. Among which are numbered many of the most prominent printing plants of the United States. Their recommendations prove superiority.

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FOR OVER TWENTY-FIVE YEARS OUR

$1.00 Insurance Policy Ink

Has stood at the head of all Job Inks for printing on hard-surface papers, drying quickly with a gloss, and not offsetting. Other houses have tried unsuccessfully to imitate it, but our process of making this Ink makes it unqualifiedly the *Finest Grade of Job Ink* on the market.

On receipt of one dollar we will forward by express prepaid one pound to any part of the United States or Canada.

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Manufacturers of High Grade Printing Inks

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SAN FRANCISCO, 653 Battery St. — SEATTLE, 411 Occidental Ave.



STUDENT AND MASTER

THE AMERICAN PRINTER is read with avidity by students of good printing, ambitious journeymen, enterprising proprietors, men and women who are interested in learning more about good printing and how to produce it. The masters of the printing business treasure every number. The men who have achieved distinct supremacy in every branch of the printing and allied trades and are looked up to as authorities, write us that they would not be, without this magazine for many times its price.

THE AMERICAN PRINTER

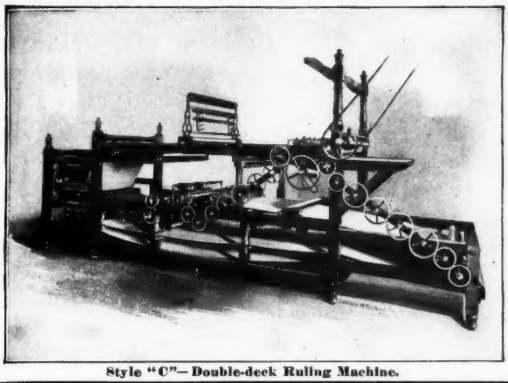
teaches by precept and example. Ten or more departments on practical features of printing and its fellow arts are regularly conducted by experts. Hundreds of specimens of printing, photo-engraving and photogravure are shown in its pages every year. Subscribers are urged to send in their own work for reproduction and criticism.

Being the organ of the employing element in the printing business, THE AMERICAN PRINTER is a most valuable advertising medium for firms making and handling printer's supplies of any description.

Advertisers declare that it pays them better than any other publication.

Write us for rate card. You will find the cost of advertising in THE AMERICAN PRINTER remarkably low when compared with results secured from its use. Send 20c for sample copy, or better yet, send $2 for a year's subscription; foreign $3.

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Paper-Ruling Machines
AND Ruling Pens
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The W. O. HICKOK MFG. CO.
HARRISBURG, PA., U. S. A.
ESTABLISHED 1844 INCORPORATED 1886

OUR FIRST NET PRICE LIST

MARCH, 1910

Representing many new and profitable lines, is now ready for distribution.

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Full particulars supplied on request.

CHAUNCEY WING, Manufacturer . . Greenfield, Mass.

a Word to the Wise!



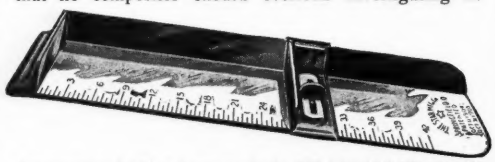
A Wire Stitching Machine designed along new and simple lines, capable of producing highest quality work, and built to stand up under the most exacting requirements, is obviously the Wire Stitcher for the wise printer or binder to buy. Such is the "Boston" Wire Stitcher, now used by all the up-to-date printing and binding concerns. If you are not a user of the "Boston" it is time you looked into the extraordinary merits of this simple machine, which the most obtuse operator can very readily master and keep in constant and satisfactory operation!

For full information write nearest salesroom American Type Founders Company

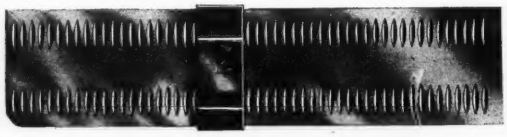
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has so many substantial and up-to-the-minute advantages that no compositor should overlook investigating it.



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Note the back protection on stick. When knee is unlocked the projections are released from *grooves* by a spring, protecting the grooves from wear. This *groove system* has proven its efficiency and longevity of service.

Made in all popular sizes at a price in keeping with their actual worth.

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The BARR Combination Motor Equipment

Simple in construction and easy to install. Any gradation of speed from zero to highest may be obtained. Operator has full control without change of position.

BASE, MOTOR, SPEED-REGULATOR, SWITCH AND FUSES, ALL IN ONE.

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Announcement

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We have added to our equipment larger and more effective machinery for turning out high-class Electrotyping and Nickeltyping, and

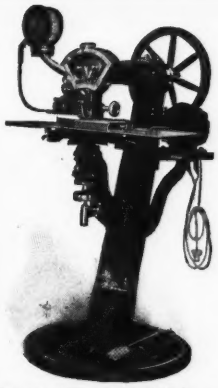
Dr. Albert's New Patented Lead-Moulding Process.

By this process we can furnish you Nickel-Steel Face Electrotypes, which register perfectly and wear better, for the reason that our nickel-steel deposited shell is harder than copper and is the most durable face known in electrotyping. We can now guarantee our Half-tone Electrotypes to be equal to, and even better than, the original Half-tone. We solicit a trial order from all who may be interested.

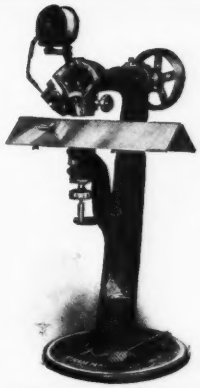
NATIONAL ELECTROTYPE COMPANY
124-130 FEDERAL STREET, CHICAGO



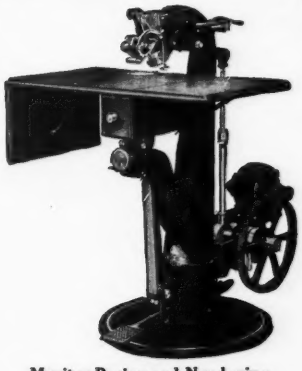
Monitor Multiplex Punch.



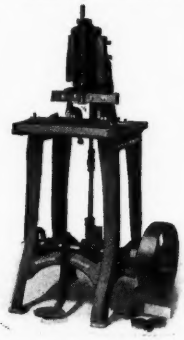
Monitor No. 1 Wire Stitcher.



Monitor No. 2½ N. S. Wire Stitcher.



Monitor Paging and Numbering Machine.



Monitor Power Duplex Punch and Round-Corner Cutter.

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Which have stood the test of 20 years' competition.

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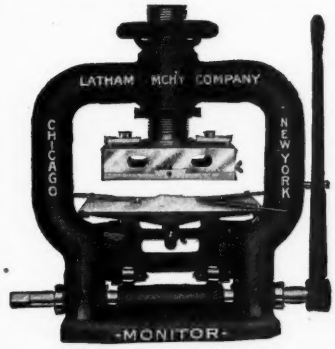
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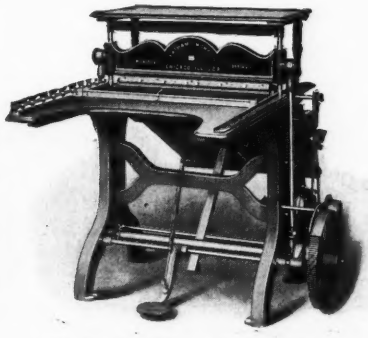
NEW YORK. BOSTON.



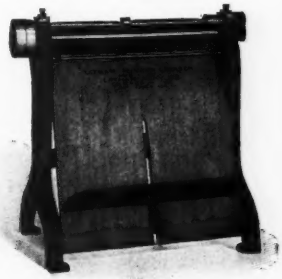
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An up-to-date text-book, explaining in simple language the process of printing from metal plates in the lithographic manner. Complete in every detail. Every printer who is interested in the offset press should read it.

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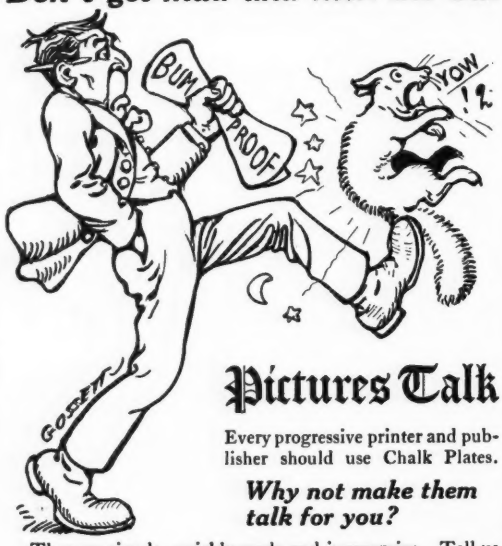
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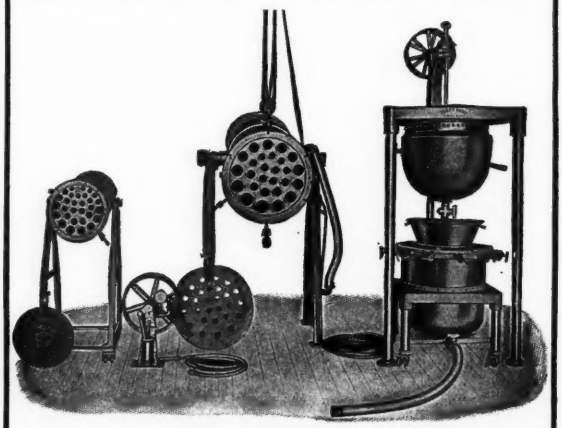
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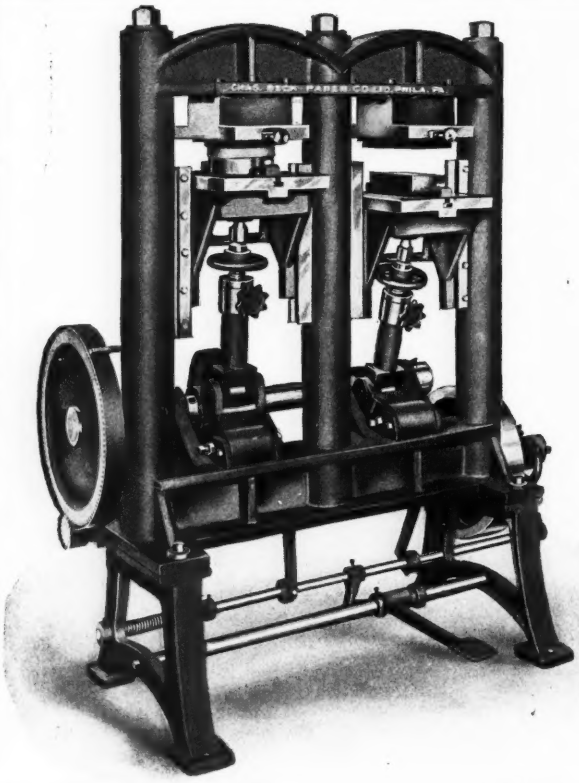
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Keystone Double Embosser

Produces QUALITY Embossing with SPEED.

Uses the "Baked Under Pressure" principle, the only correct method of embossing.

The heads automatically alternate in pressing.

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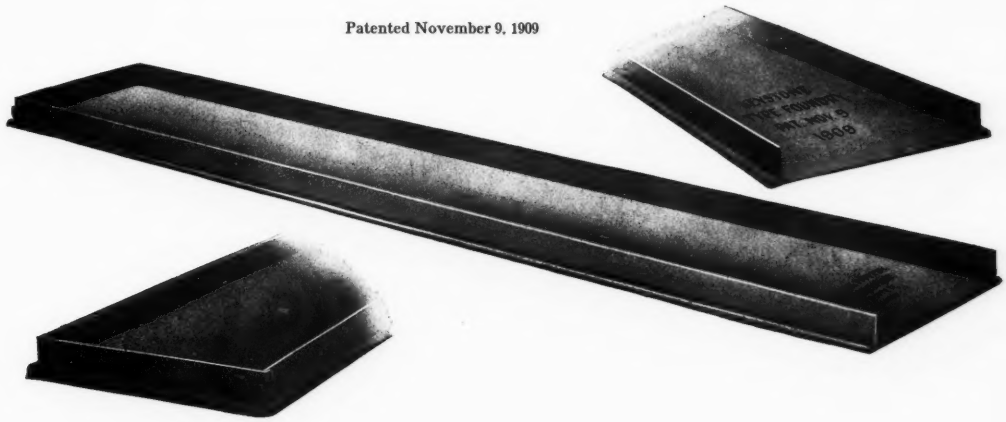
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Standard Brass Galleys

Standard Zinc Galleys

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Double Column	6¼ x 23⅛	2.00	1.00	1.90	.95	1.80	.90	1.70	.85
Triple Column	8½ x 23⅛	2.60	1.30	2.50	1.25	2.40	1.20	2.30	1.15
Job	6 x 10	1.60	.80	1.50	.75	1.40	.70	1.30	.65
Job	8¾ x 13	1.90	.95	1.80	.90	1.70	.85	1.60	.80
Job	10 x 16	2.60	1.30	2.50	1.25	2.40	1.20	2.30	1.15
Mailing. Single Column	3½ x 22½	1.90	.95	1.80	.90	1.70	.85	1.60	.80
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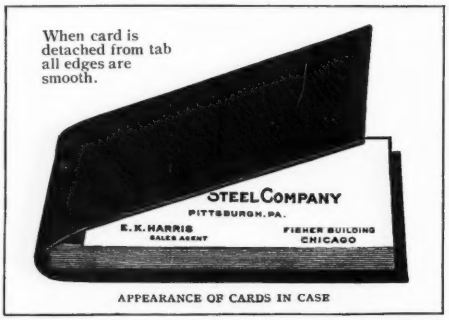
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Send for a sample tab to-day and test the logic of these statements. Detach the cards yourself. *Send to-day.*

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Devoted exclusively to promoting the selling end of the retail stationery business

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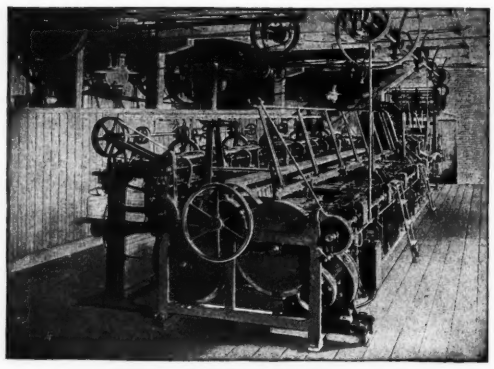
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Electric block signals, electric search headlights, electric lighted trains, over a completely rock-ballasted roadway underlaid with boulders and underdrained with tile.

A Railroad with Character

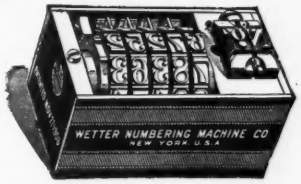
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SOLD BY ALL DEALERS

The Lowest Price Good Machine

NEVER HESITATES—IT NUMBERS EVERY TIME



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Five-wheel machine to automatically number from 1 to 99999

Nº 12356

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Wetter Numbering Machine Company

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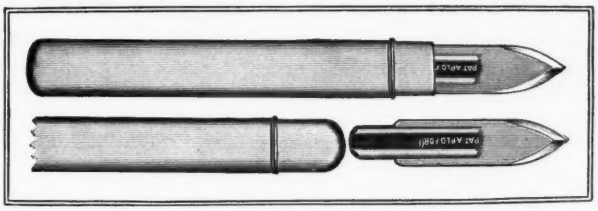
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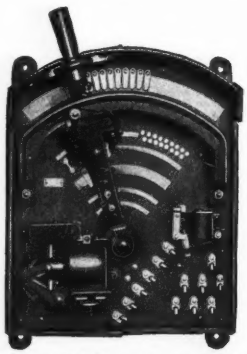
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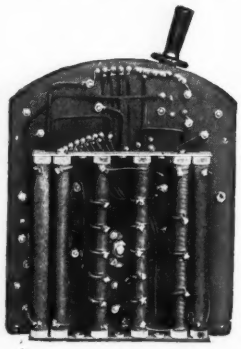
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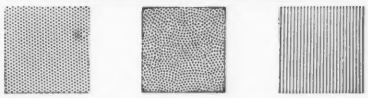
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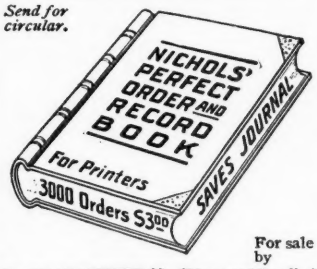
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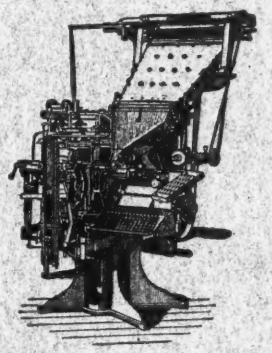
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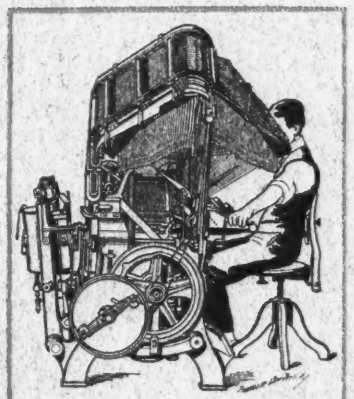
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$3,150

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¶ It is reasonable to assume that these purchasers carefully considered the merits of the machine and its adaptability to their uses before they placed their orders. Only one conclusion was possible—

"The Linotype Way Is the Only Way"

Are ***you*** sure that some of these machines are not going to take work from your own office that you can not handle without a Linotype?

MERGENTHALER LINOTYPE COMPANY

TRIBUNE BUILDING, NEW YORK

CHICAGO: 521 Wabash Ave. SAN FRANCISCO: 638-646 Sacramento St. NEW ORLEANS: 332 Camp St.

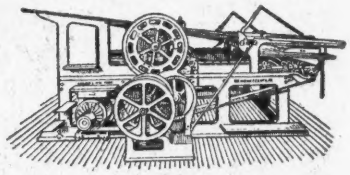
MELBOURNE
SYDNEY, N. S. W.
WELLINGTON, N. Z.
MEXICO CITY, MEX.
} Parsons Trading Co.

TORONTO—Canadian Linotype, Ltd., 35 Lombard Street
STOCKHOLM—Akt.-Bol. Gumaelius & Komp.
ST. PETERSBURG—Leopold Heller

BUENOS AIRES—Hoffmann & Stocker
RIO JANEIRO—Emile Lambert
HAVANA—Francisco Arredondo
TOKIO—Teijiro Kurosawa

The Miehle

The following is a list of Miehle Presses shipped during the month of *March . . . 1910*



THIS LIST SHOWS THE CONTINUED DEMAND FOR MIEHLE PRESSES.

Brooklyn Daily Eagle	Brooklyn, N. Y	1
Previously purchased one Miehle.		
M. Brodard	Coulommiers, France	1
Independent Publ. Co	New Philadelphia, Ohio	1
Shea, Smith & Co	Chicago, Ill	1
Previously purchased two Miehles.		
The G. B. Williams Co	Chicago, Ill	1
Previously purchased three Miehles.		
William Ferguson	Chicago, Ill	1
W. Smulski Publishing Co	Chicago, Ill	1
Previously purchased one Miehle.		
The Carson-Harper Co	Denver, Colo	1
Previously purchased two Miehles.		
Jerome H. Remick Ptg. Co	Detroit, Mich	1
Previously purchased six Miehles.		
United States Printing Co	New York, N. Y	2
Previously purchased for this and other Branches thirty-five Miehles.		
Keller-Crescent Ptg. & Eng. Co	Evansville, Ind	1
Previously purchased three Miehles.		
The Speed Ptg. & Publ. Co	Evansville, Ind	1
The American Art Works	Coshocton, Ohio	1
Previously purchased two Miehles.		
The Times Printing Co	Hamilton, Ont	1
Previously purchased two Miehles.		
Robert Raw & Co	Hamilton, Ont	1
Previously purchased one Miehle.		
The New Century Printers	Lincoln, Neb	1
Ed. A. Brewster	Joliet, Ill	1
Previously purchased one Miehle.		
F. W. Baltes & Co	Portland, Ore	1
Previously purchased two Miehles.		
Cone, Parker & Storfer	Chicago, Ill	1
Previously purchased three Miehles.		
Peck & Durham	New York, N. Y	1
S. D. Childs & Co	Chicago, Ill	1
Previously purchased four Miehles.		
A. Wohlfeld	Magdeburg, Germany	1
Previously purchased nine Miehles.		
Otto Heck	Munich, Germany	1
Con. P. Curran Printing Co	St. Louis, Mo	4
Previously purchased two Miehles.		
National Iron & Steel Publ. Co	Pittsburgh, Pa	1
Standard Sanitary Mfg. Co	Pittsburgh, Pa	1
Previously purchased one Miehle.		
Wilbert Garrison Co	New York, N. Y	1
The Tribune	Great Falls, Mont	1
Stearns & Beale	New York, N. Y	1
Boorum & Pease Co	New York, N. Y	1
Previously purchased two Miehles.		
J. Thomas & Co	Chicago, Ill	1
Previously purchased twelve Miehles.		
The Whitworth Bros. Co	Cleveland, Ohio	2
Previously purchased seven Miehles.		
R. F. Grace Ptg. & Mfg. Co	New Orleans, La	1
W. F. Doubleday	Kalamazoo, Mich	1
Illinois Envelope Co	Kalamazoo, Mich	1
Previously purchased one Miehle.		
Charles Francis Press	New York, N. Y	2
Previously purchased four Miehles.		
Chicago Shipping & Receipt Book Co	Chicago, Ill	1
Jewell Printing Co	Chicago, Ill	1
Independent Press Room	San Francisco, Cal	1
Previously purchased one Miehle.		
Muirson & Wright	San Jose, Cal	1
Previously purchased one Miehle.		
Birschewyja Wedomosti	St. Petersburg, Russia	1
Previously purchased two Miehles.		
Noel Printing Co	Philadelphia, Pa	1
Gerlach-Barklow Co	Joliet, Ill	1
Previously purchased nine Miehles.		
F. J. Lawson Co	New York, N. Y	1
Oberly & Newell	New York, N. Y	1
Kalamazoo Stationery Co	Kalamazoo, Mich	1
Previously purchased three Miehles.		
Zeese, Wilkinson & Co	New York, N. Y	2
Previously purchased eight Miehles.		
Knight Brothers	Sumter, S. C	1
Folding Paper Box Co	South Bend, Ind	1
Previously purchased four Miehles.		
Battle Creek Paper Co	Battle Creek, Mich	1
Previously purchased four Miehles.		
Lecoq, Mathorel & Bernard	Paris, France	2
Previously purchased four Miehles.		
M. Kapp	Vanves, France	1
Glaubensbote Publ. Co	Louisville, Ky	1
The Acme Publ. Co	Morgantown, W. Va	1
Previously purchased one Miehle.		
The Everest-Braband Co	Milwaukee, Wis	1
Frank Hensley	El Reno, Okla	1
International Harvester Co	Chicago, Ill	1
Previously purchased seven Miehles.		
Severinghaus & Bellfuss Co	Chicago, Ill	1
Previously purchased one Miehle.		
Ready Print	Regina, Sask	1
Times Journal	Ft. Williams, Ont	1
Murdoch, Kerr & Co	Pittsburgh, Pa	1
Republican Printing Co	Mason City, Iowa	1
Paradise of the Pacific	Honolulu, T. H	1
A. A. Levinsohn	Moscow, Russia	1
Roy M. Barcal & Co	Chicago, Ill	1
Publishers Printing Co	New York, N. Y	2
Previously purchased fourteen Miehles.		

Shipments for March, 1910, **75** Miehle Presses

For Prices, Terms and Other Particulars, address

The Miehle Printing Press & Mfg. Co.

Factory, COR. FOURTEENTH AND ROBEY STREETS

(South Side Office, 274 Dearborn Street)

CHICAGO, ILL., U. S. A.

New York Office, 38 Park Row. Philadelphia Office, Commonwealth Bldg. Boston Office, 164 Federal Street.
6 Grunewaldstrasse, Steglitz-Berlin, Germany. 179 Rue de Paris, Charenton, Paris.

